



SBBA BOARD OF DIRECTORS MEETING MINUTES JANUARY 15, 2021

January 15, 2021

- I. **CALL TO ORDER**
 - a. Jimmy Trice. (2:01pm EST)
- II. **INVOCATION/PLEDGE**
 - a. Wesley Hunt
- III. **ROLL CALL**
 - a. DETERMINE A QUOROM.
 - i. Board of Directors.
 1. MAJORITY is 7 of 12.
 2. Michael Childers called the role.
 - a. Nic Cornelison (Serving from January 2018-January 2021) expires. (Present)
 - b. Wayne Addison (Serving from January 2018-January 2021) expires. (Present)
 - c. Doug Williams (Serving from January 2018-January 2021) expires. (Present)
 - d. Chris Heptinstall (Serving from January 2018-January 2021) expires. (Present)
 - e. Jimmy Trice (Serving from January 2019- January 2022). (Present)
 - f. Jeff Thomas (Serving from January 2019- January 2022). (Present)
 - g. Pepe Medina (Serving from January 2019- January 2022). (Absent, Excused)
 - h. Michael Childers (Serving from January 2019- January 2022). (Present)
 - i. David Walker (Serving from January 2020-January 2023). (Present)
 - j. Kendall Stennett (Serving from January 2020-January 2023). (Present)
 - k. Trey Cuevas (Serving from January 2020-January 2023). (Present)
 - l. Wesley Hunt (Serving from January 2020-January 2023). (Present)
 - i. Enough SBBA Board of Directors were present, a quorum was seated to conduct business.

IV. READING/APPROVAL OF THE MINUTES

- a. Michael Childers, SBBA Secretary, read the meeting minutes from the SBBA General Membership meeting from September 25, 2020. There were not enough SBBA members present and in person to make a quorum, therefore no motions, actions or discussions were conducted. The meeting minutes are attached.
 - i. Motion to accept the Reading of the minutes made by Chis Heptinstall, seconded by Doug Williams, the motion passed.
 - ii. Report attached.

V. REPORTS FROM OFFICERS

- a. **President:**
 - i. Jimmy Trice deferred this report to the SBBA New Business.
- b. **Vice President:**
 - i. Nic Cornelison deferred this report to the SBBA New Business.
- c. **Secretary:**
 - i. Michael Childers deferred this report to the SBBA Executive Committee Report.
- d. **Treasurer:**
 - i. Michael Childers deferred this report to the SBBA Executive Committee Report.

VI. REPORTS FROM COMMITTEES

- a. **Executive Committee.**
 - i. **President:**
 - 1. Deferred to the SBBA New Business.
 - ii. **Vice President:**
 - 1. Deferred to the SBBA New Business.
 - iii. **Secretary:**
 - 1. Michael Childers, reported to the SBBA BOD the state of the SBBA's administrative business, the SBBA Secretary's Report is attached.
 - a. Nic Cornelison, motioned to accept the SBBA's Secretary Report, seconded by, Wayne Addison, the motion passed.
 - iv. **Treasurer:**
 - 1. Michael Childers reported to the SBBA BOD the state of the SBBA's business, the SBBA Treasurer's report is attached.
 - a. Doug Williams, motioned to accept the SBBA's Treasurer's Report, seconded by, Wesley Hunt, the motion passed.
 - v. **Immediate past President:**
 - 1. Alvin Stinson (Serving from September 2020- Sept 2022) was not present, no report given.
- b. **Budget and Finance Committee**
 - i. **Chair:** Vice president: Nic Cornelison. (Serving from January 2020- January 2022)

- ii. Michael Childers: Secretary/Treasurer
 - 1. The SBBA Budget and Finance Committee reviewed with the SBBA BOD the line items from 2020 contained in the budget, with recommendations for the budget in 2021, the SBBA's Budget and Finance Committee Report is attached.
 - a. Chris Heptinstall, motioned to accept the SBBA's Finance Committee Report, seconded by, Trey Cuevas, the motion passed.
 - b. Chris Heptinstall, motioned to accept the SBBA's Budget as amended, seconded by, Kendall Stennett, the motion passed.
 - c. Doug Williams, motioned to do away with the 1% Commission from the sales, no second, the motion failed.
- c. **Advertising, Public Affairs, and Public Relations**
 - i. Chris Heptinstall.
 - 1. The SBBA Advertising, Public Affairs, and Public Relations Committee reviewed with the SBBA BOD the line items from 2020 contained in the budget, with recommendations for the budget in 2021, the SBBA's Advertising, Public Affairs, and Public Relations Report is attached.
 - 2. Motion to accept the SBBA Advertising, Public Affairs, and Public Relations Report made Michael Childers, seconded by Jeff Thomas, the motion passed.
 - 3. Michael Childers motioned to discontinue participating in the Sun Belt Ag Expo, Doug Williams seconded, the motion passed.
 - 4. Jimmy Trice motioned to name Trey Cuevas as the New SBBA Advertising, Public Affairs, and Public Relations Chair, Chris Heptinstall seconded the motion, the motion passed.
- d. **Awards**
 - i. Janet Greuel/Roger Greuel.
 - 1. Discussion was had to nominate either Ginger Clayton, Marty Davis, or Doug Williams for the induction into the SBBA's Hall of Fame. Doug Williams was asked to leave the room for discussion, a vote by the SBBA Board of Directors was conducted, Doug Williams won the selection.
 - 2. Motion to accept the SBBA Awards Report made by Nic Cornelison, seconded by, Jeff Thomas the motion passed.
 - 3. Report attached.
- e. **Fun Auction**
 - i. Janet Greuel.
 - 1. Motion to accept the SBBA Fun Auction Report made by Doug Williams, seconded by Wayne Addison, the motion passed.
 - 2. Report attached.

- f. **By-Laws**
 - i. **Chair:** Alvin Stinson. (Serving from September 2020- Sept 2022), not present.
 - ii. Evon Crooks not present.
 - 1. No Report Submitted.
 - 2. Deferred to New Business
 - g. **Education and Breed Improvement**
 - i. No Chair assigned no report given.
 - ii. Jimmy Trice motioned to name Chris Heptinstall the new Education and Breed Improvement Chair, David Walker seconded the motion, the motion passed.
 - h. **Membership**
 - i. Michael Childers, reported to the SBBA BOD the state of the SBBA's Membership, the SBBA Membership Report is attached.
 - 1. Motion to accept the SBBA Membership Report made by Trey Cuevas, seconded by Kendall Stennett, the motion passed.
 - 2. Report attached.
 - i. **Nominating Committee** (three most recent past presidents)
 - i. **Chair:** Immediate Past President: Alvin Stinson. (Serving from September 2020- Sept 2022) Not Present
 - ii. Doug Williams.
 - iii. Evon Crooks. Not Present
 - 1. Doug Williams verbally nominated 4 names for the 2021-2024 SBBA Board of Directors tenure.
 - a. Nic Cornelison (Serving from 2018-2021) expires.
 - 1. *Note: If Nic Cornelison is not renominated or wishes to step down from the SBBA Board of Directors, a new SBBA Vice President will need to be voted on. His SBBA Vice Presidency is from September 2020-September 2022, it is a By-Law requirement that the President and Vice President shall be on the SBBA Board of Directors.*
 - b. Wayne Addison (Serving from 2018-2021) expires.
 - c. Doug Williams (Serving from 2018-2021) expires.
 - d. Chris Heptinstall (Serving from 2018-2021) expires.
 - 2. Motion to accept the SBBA BOD Nominees made by Jimmy Trice, seconded by Jeff Thomas, the motion passed.
 - a. All nominees are serving their second term. January 2021- January 2024
 - 3. No Report attached.
- j. **Southeast Regional Junior Brangus Show**

- i. Tom Hayford reported to the SBBA BOD the state of the SBBA's Southeast Regional Junior Brangus discussing the events of the IBBA Show, and the Southeast Regional Shows and of the many challenges the committee and the youth had to overcome to participate and attend their events with all that happened in the year 2020.
 - 1. Motion to accept the SBBA Southeast Regional Junior Brangus Show Report made by Doug Williams, seconded by Nic Cornelison, the motion passed.
 - 2. The Budget and Proposed budget reports for the SRJBS are attached.

k. Southeast Sales Committee

- i. Doug Williams.
- ii. Jeff Thomas.
- iii. Wayne Addison.
- iv. Nic Cornelison
- v. Michael Childers.
 - 1. Doug Williams, SBBA Board of Director, SBBA Nominating Committee Member, SBBA Southeast Sales Committee member, and the Sale manager for the SBBA sales, verbally reported on the SBBA Female Sale and the SBBA Bull sales with recommendations for the SBBA's Sale Committee to consider going forward.
 - a. Deleting the screening of cattle for the female sale.
 - b. 75 females are a good number.
 - c. 70 bulls are a good number.
 - 2. Motion to accept Doug Williams, SBBA Board of Director, SBBA Nominating Committee Member, SBBA Southeast Sales Committee member, and the Sale manager for the SBBA sales verbal report made by Wesley Hunt, seconded by Trey Cuevas, the motion passed.
 - 3. No written report attached.

1. Youth and Scholarship

- i. Norma Sword.
 - 1. Norma Sword submitted her resignation as the Youth and Scholarship Chair. Michael Childers read her resignation email.
 - 2. Motion to accept the SBBA Youth and Scholarship Report made by Doug Williams, seconded by Kendall Stennett, the motion passed.
 - 3. Jimmy Trice motioned Michael Childers to be the new Youth and Scholarship Chair, David Walker seconded the motion, the motion passed.
 - 4. No scholarship nominations were submitted.
 - 5. Resignation email letter attached.

VII. **UNFINISHED BUSINESS**

- a. CD for Scholarship.
- b. Sale account has \$15,000 as the zero balance, keep in mind it will never zero out because it will draw interest.
 - i. Refer to New Business.

VIII. **NEW BUSINESS**

- a. Emphasis added for clarification. The SBBA By-Laws we need to adhere to state:
 - i. **ARTICLE XVII – AMENDMENTS**

- 1. These **By-Laws** may be amended at any regular meeting of the membership, or at any special meeting called for that purpose, by an affirmative vote of two-thirds of the active members there present in person; provided, however, that any proposed amendment shall be reduced to writing and be filed with the Secretary or President of the Association, at least 30 days prior to any such meeting. Any such proposed amendment shall clearly and concisely set out all amendments sought, and a copy thereof shall be sent to each active member of the Association then in good standing not less than twenty (20) days prior to the regular or special meeting at which same is to be voted upon.

1. Conflict that the sales secretary/treasurer presents with the by-laws.

- a. Belinda Cheney was made the sales secretary/treasurer by Michael Chandler in a motion.
 - i. From the 2018 Executive Board Meeting.
 - 1. Michael Candler motioned to authorize signors of SBBA Sales account to be Michael Candler (President), Eddy Roberts (VP), Maranda Lowery (SBBA Secretary & Treasurer) & Belinda Cheney (Sales Acct. Secretary & Treasurer). Seconded by Doug Williams. Motion Carried.
 - ii. **Conflict:**
 - 1. Creation of the Sales Secretary/Treasurer not having to be accountable the BOD.

a. **ARTICLE XIII- DUTIES OF TREASURER**

- i. The Treasurer shall have the custody of the Association funds, excluding escrow accounts, and shall keep full and accurate accounts of receipts and disbursements in books belonging to the Association and shall deposit all monies in the name and to the credit of the Association, in such depositories as may be approved by the Board of Directors or Executive Committee. All banking accounts shall have two (2) signatures on file (being the Treasurer and the President.)
- ii. **Section 1** - He/she shall disburse the funds of the Association as may be authorized by the Executive Committee, taking proper vouchers for such

disbursements and shall render to the President and directors, at the regular meetings of the Board, or whenever, they may require it, an account of all his/her transactions as Treasurer and of the financial condition of the Association.

iii. **Section 2** The **Treasurer** and the President shall give the Association a surety bond if required by the Board of Directors, in a sum and with a surety company satisfactory to the Board, for the faithful performance of the duties of office, such cost to be paid by the Association. In the case of death, resignation, retirement, or removal from office, all books, papers, vouchers, money and other property of whatever kind in his/her possession or under his/her control shall be surrendered to the Association.

1. There is not a provision in the by-laws that cover a “Sales” Secretary/Treasurer to be bonded or accountable to the association.
2. Resignation of Belinda Cheney as “SALES Secretary/Treasurer, Michael Childers took over the duties.
3. Just fold in back into the SBBA Treasurer and make the SBBA Treasurer a de facto member of the Sale Committee in the by-laws.
 - a. Make the SBBA Treasurer a de facto member of the Sale Committee.
 - b. Jimmy Trice motioned “THE SBBA BY-LAWS COMMITTEE TO AMMEND THE SBBA BY-LAWS UNDER ARTICLE IX- OFFICERS AND COMMITTEES SECTION 11. SOUTHEAST SALES COMMITTEE TO INCLUDE THE LANGUAGE, THE SBBA TREASURER SHALL BE THE CO-CHAIR OF THE SOUTHEAST SALES COMMITTEE TO COLLECT AND DISTRIBUTE THE FUNDS ASSOCIATED WITH THE SALES AND SHALL NOT BE EXCLUDED FROM ANY

MEETING CONDUCTED BY THE
SBBA SALES COMMITTEE.”

- c. Seconded by Try Cuevas
- d. The motion passed.

2. Vystar Credit Union

a. ARTICLE XIII- DUTIES OF TREASURER

i. The Treasurer shall have the custody of the Association funds, excluding escrow accounts, and shall keep full and accurate accounts of receipts and disbursements in books belonging to the Association and shall deposit all monies in the name and to the credit of the Association, in such depositories as may be approved by the Board of Directors or Executive Committee. All banking accounts shall have two (2) signatures on file (being the Treasurer and the President.)

- 1. The previous signers were all residents of Florida.
 - a. Michael Chandler, Belinda Cheney, Eddy Roberts, and Maranda Lowery. Vystar Credit Union only has branch locations in Florida and SE Georgia.
- 2. **Conflict:** Michael Childers, along with Belinda Cheney are currently the only signors on all SBBA financial accounts.
- 3. Was not able to get everyone present to add them to the accounts per Vystar credit Unions fraud protocol which required an in-person verification, in February. President and Vice President were made aware.
 - a. Suggest that the SBBA conduct business with a financial institution that has branch locations in all the states that the SBBA is in so that any member, according to the by-laws, who may need to be a co-signor on financial accounts can do so.
 - b. The Scholarship CD matures August 2021, recommend changing financial institutions immediately, and immediately transfer all funds from accounts that the SBBA has with The Vystar Credit Union, to matching accounts with the new financial institution.
 - i. Nic Cornelison motioned that “the SBBA Executive Committee, in conjunction with the SBBA Budget and Finance Committee, immediately explore banking opportunities which would allow the SBBA to conduct business with a financial institution, to include a checking account, a savings account, an escrow account, a long term CD option, and a short term CD option that has branch locations in all the states that the SBBA is in so that any member,

according to the by-laws, who may need to be a co-signor on financial accounts can do so.”

1. Seconded Trey Cuevas
2. The motion passed.
 - a. Nic Cornelison noted that Regions Bank should be a viable option.
- ii. Nic Cornelison motioned that “the SBBA Executive Committee, in conjunction with the SBBA Budget and Finance Committee, upon establishing a business relationship with a financial institution that will service all the financial needs of the SBBA, shall immediately transfer all funds from accounts that the SBBA has with The Vystar Credit Union, to matching accounts with the new financial institution, and upon maturity of the Short Term CD with The Vystar Credit Union, shall transfer the balance of the of the Short Term CD to the new financial institution, reinvest those funds with the new financial institution, and close all accounts with The Vystar Credit Union.”
 1. Seconded by Michael Childers
 2. The motion passed.
- ii. According to the by-laws as an option in the interim:
 - a. **Section 2** The Treasurer and the President shall give the Association a surety bond if **required** by the Board of Directors, in a sum and with a surety company satisfactory to the Board, for the faithful performance of the duties of office, such cost to be paid by the Association. In the case of death, resignation, retirement, or removal from office, all books, papers, vouchers, money and other property of whatever kind in his/her possession or under his/her control shall be surrendered to the Association.
 - i. If the SBBA Board of Directors warrants as a precaution Michael Childers SBBA Secretary/Treasurer could be bonded. Do not know how long of a process this would take or involve. I would recuse myself from the vote.
 - ii. No motion to bond Michael Childers was sought, however it was recommended by the BOD to seek out a bond for the financial handling of the sales that the SBBA Sales Committee conducts.

3. Nomination Committee

- a. **Conflict** regarding Michael Candler leaving the business and being one of the three past presidents.
 1. **Section 9 - Nominating Committee**

- a. This committee shall consist of the three most recent past presidents. The immediate past president shall serve as chairman. This committee is responsible for recommending a slate of officers and directors to fill vacancies at the annual meeting.
- b. The three past SBBA Presidents are:
 - i. **Alvin Stinson** 2019-2020.
 - ii. **Michael Candler** 2017-2018.
 - iii. **Doug Williams** 2015-2016.
 - 1. Need to make a by-law provision for each committee that is attached to a specific title like previous president who resigns, is not involved for any reason, or is deceased.
 - a. Currently we are using:
 - i. Alvin Stinson.
 - ii. Doug Williams.
 - iii. Evon Crooks.
 - iv. Motion see 7. **By-Laws Committee (b)**.

4. **Sale Committee:**

- a. Bull Sale Nomination form:
 - i. Line 12. All consignors of bulls to this sale agree to abide by the rules and guidelines and to all conclusions and decisions of the SBBA Sale Committee and SBBA Sale Manager.
 - 1. Without a written set of rules and guidelines to for members of the sale committee to fall back on, there is wide interpretation by anyone who can ever “remember” what the *unwritten* rule may be or be coerced by a member that is looking to exploit a loophole. For example, after the bull sale and checks were sent out, Michael Childers had a member that felt that their nomination fee should be a wash. The member did ***not*** pay their nomination fees. Therefore, they reasonably believed that since they did not pay their \$200.00 in nomination fee then, they would not be reimbursed the \$200.00. Makes sense in conversation, however this is not what the formulas that Michael Childers was given, reflected, which were passed down from Mrs. Cheney, who got them from Mrs. McCreary. The spreadsheet would indicate that there is a penalty imposed for not turning in your nomination fees. This issue may be resolved with getting sponsorships for the sales but there is not a written set of rules and guidelines to fall back on explaining and making it painfully clear to the sellers on what to expect. Michael Childers spoke with Doug Williams, SBBA Sale Manager, on the

phone and Doug Williams said to give them their money back. So, Michael Childers did.

a. Discussion/Questions

- i. Nic Cornelison motioned that “the SBBA Sales Committee develop a written set of rules and guidelines to be submitted to the SBBA Board of Directors for approval, at ~~the Field Day 2021~~ the SBBA Board of Directors Meeting, at the SBBA Female Sale September 25, 2021. Upon approval, the rules and guidelines shall be published, distributed, and signed by every possible participant in any SBBA animal sale, along with the nomination entry form.”

1. Amended. The Field Day is postponed until 2022.
2. Seconded by Trey Cuevas
3. The motion passed.

b. From the 2019 SBBA BOD Meeting January 18, 2019.

- i. 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.

1. Need to start thinking of new sales managers or advertising for proposals so that we do not have the same debacle as before for 2022 sales.

- a. Nic Cornelison motioned “that the SBBA Sale Committee shall solicit sale manager proposals for a term of three (3) years, ~~2022 through 2025~~, 2022, 2023, 2024, to be reviewed, amended, voted on, and approved by the SBBA Board of Directors at ~~the Field day 2021~~ the SBBA Board of Directors Meeting, at the 2021 SBBA Female Sale September 25, 2021.”

- i. Amended. The Field Day is postponed until 2022.
- ii. Seconded by David Walker
- iii. The motion passed.

2. Point of Inquiry.

- a. This cannot be overstated; this is not targeted nor is it meant to be an accusation against Doug Williams and what he has done for the SBBA and should be clearly understood. From the position of doing good business and having good practices, this needs to be addressed. This

amendment should resolve any issues for the upcoming Sale Manager proposals for the sale season 2022-2024, but as you will read see this situation causes an issue in a couple of areas. Currently as configured, the SBBA Sale Manager, Doug Williams, is on the SBBA Board of Directors, the SBBA Southeast Sales Committee, and on the SBBA Nominating Committee by virtue of being one of the three most recent past presidents. Doug Williams can directly influence the setting the of the rules for the sales like the SBBA Sale Managers compensation rate, what members may be on the SBBA Sales Committee who may or may not be solicited for competing SBBA Sale Manager bids whom Doug Williams may have a personal prejudice against. The SBBA Sales Committee should be free from bias and influence and unnecessary pressure from the members in its own committee, which is bad business, and bad optics for the SBBA. Companies or individuals wanting to be the SBBA Sales Manager should not have to directly compete against any member on the SBBA Sales Committee when they are powerless to change the rules. Keep everything the same for now, and make the changes going forward.

1. Doug Williams was asked to leave the room for discussion.
2. Sale Manager being on the SBBA Board of Directors:
 - a. Jimmy Trice motioned “THE SBBA BY-LAWS COMMITTEE AMMEND THE SBBA BY-LAWS UNDER ARTICLE IX- OFFICERS AND COMMITTEES, SECTION 11 SOUTHEAST SALES COMMITTEE TO INCLUDE, THE MANAGER FOR THE SALES CONDUCTED UNDER THE AUTHORITY OF THE SOUTHEAST SALE COMMITTEE SHALL NOT BE ~~A MEMBER OF THE SBBA BOARD OF DIRECTORS~~ ON THE SBBA

SALE COMMITTEE, OR ON THE
SBBA NOMINATING
COMMITTEE.”

3. Seconded by Chris Heptinstall
4. Amended.
5. Against Jeff Thomas, Michael Childers
 - a. Michael Childers opinion on his position is attached.
6. The motion passed as amended.

c. Bull Sale:

i. Suggestions made by the membership:

1. Incrementally get to 60-day window backing up the window every *two* years to allow for breeding season adjustments.

- a. Start by narrowing the age window to 120 days, then 90 days and then 60-day window creating a contemporary for yearling and 2-year-old bulls.

- i. December 4, 2021 sale 120-day window 60 days either side.

1. October 5, 2019- February 2, 2020.

- ii. December 2, 2023 sale 90-day window 45 days either side.

1. October 18, 2021-January 16, 2022.

- iii. December 6, 2025 sale 60-day window 30 days either side.

1. November 6, 2023-January 5, 2024.

- a. Nic Cornelison motioned “that the SBBA Sale Committee convene, discuss and advise the SBBA Board of Directors about incrementally getting the age of the bulls down to a 60-day window by sale date December 6, 2025, and report their findings to the SBBA Board of Directors at the ~~Field Day 2021~~ SBBA Board of Directors Meeting, at the 2021 SBBA Female Sale September 25, 2021.”

- i. Amended. The Field Day is postponed until 2022.

- ii. Seconded by Trey Cuevas

iii. The motion passed.

2. Feed program/Bull test:

a. Nic Cornelison motioned “*that the SBBA Sale Committee convene, discuss and advise the SBBA Board of Directors about developing a bull test, creating a SBBA Certified Bull sale, and report their findings to the SBBA Board of Directors at the ~~Field Day 2021~~ SBBA Board of Directors Meeting, at the 2021 SBBA Female Sale September 25, 2021.*”

i. Second, none.

ii. The motion failed.

d. Sale Catalog for Female/Bull Sales:

1. Suggestions made by the membership:

a. Sell Advertisements for the sales to offset the cost of marketing and lower the sales commission. Could do the same for the website.

i. Farms.

ii. Vendors.

iii. Sponsors.

1. Nic Cornelison motioned “that the SBBA Sale Committee shall develop a marketing and advertising strategy, and a marketing and advertising budget, annually, to offset the cost of producing a sale catalog, therefore reducing the sales commission that the sellers incur. The first of these marketing and advertising strategies and marketing and advertising budgets shall be presented to the SBBA Board of Directors for approval at the ~~Field Day 2021~~ SBBA Board of Directors Meeting, at the 2021 SBBA Female Sale September 25, 2021, and thereafter at the annual SBBA Board of Directors meeting in January.”

a. Amended. The Field Day is postponed until 2022.

b. Seconded by David Walker

c. The motion passed.

e. Sale Budget:

- i. Nic Cornelison motioned “that the SBBA Sale Committee shall annually present separate line-item budgets including income and expenses, based on the previous 3 years of sales that the SBBA Sales Committee has conducted, one individually for the female sale and one individually for the bull sale, as a portion of the SBBA Sales Committee’s Annual Report, and make readily available to anyone requesting to participate in either the female or bull sale. The first of the budgets shall be presented to SBBA Board of Directors for approval at the ~~Field Day 2021~~ SBBA Board of Directors Meeting, at the 2021 SBBA Female Sale September 25, 2021, and thereafter at the annual SBBA Board of Directors meeting in January.”
 1. Amended. The Field Day is postponed until 2022.
 2. Seconded by Chris Heptinstall
 3. The motion passed.

5. SBBA Website:

- a. From the Annual SBBA Budget Meeting January 28, 2017.
 - i. Michael Candler asked Carol Ann Bailey, Wendy Sneed, & Evon Crooks to form a committee to research together the website details, fees, etc. Janet Greuel mentioned that the SBBA members sending information to Carol Ann to update the website.
 1. The SBBA Website is not under any Committee, it just merely exists. There is a line item in the budget, just no Committee, Committee Chair or oversight, there should be some mechanism in place for continuing the SBBA Website, it incurs income and expenses.
- b. Make a new section for the SBBA Website:
 - i. Jimmy Trice motioned THE SBBA BY-LAWS COMMITTEE TO AMMEND THE SBBA BY-LAWS UNDER ARTICLE IX – OFFICERS AND COMMITTEES TO CREATE A NEW SECTION, SECTION 15 SBBA WEBSITE AND MULTIMEDIA.”
 - ii. Seconded by Trey Cuevas
 - iii. The motion passed.
 1. If created, then the SBBA can address budgets, advertisements, and membership suggestions, in the interim, the SBBA website shall operate as it currently does.
 - a. The following is a collection of member requests, submissions, conversations, and observations with the SBBA Website.
 - i. The SBBA should consider making provisions to accommodate those that may not be present in

- a. Update to allow for current technologies as a means of communication instead of:

1. ARTICLE VIII - MEMBERSHIP MEETINGS

a. Section 1 - Time, Place, & Notice

- i. The Annual Meeting of the active membership shall be held at such time and place as may, from time to time, be fixed by the Board of Directors. **Written notice of the Annual Meeting shall be mailed to each member of the Association at least 30 days prior to the date of such meeting.** Special meetings of the active membership may be called by the President from time to time, and special meetings may be had from time to time when called by not less than 20% of such active members then in good standing; provided that any such call shall be in writing, shall be signed by not less than 20% of the then active membership in good standing, and that such written call be presented to and, lodged with the then President or Secretary not less than forty (40) days prior to the date for which any such meeting is so called. Written notice of all special meetings shall be given the active membership at least 30 days prior to the date of any such meeting.

- 1. Jimmy Trice motioned “THE SBBA BY-LAWS COMMITTEE TO AMMEND THE SBBA BY-LAWS UNDER ARTICLE VIII MEMBERSHIP MEETINGS SECTION 1-TIME, PLACE, & NOTICE TO INCLUDE THE LANGUAGE, NOTICE OF THE ANNUAL MEETING SHALL BE COMMUNITICATED TO EACH MEMBER OF THE ASSOCIATION AT LEAST 30 DAYS PRIOR TO THE DATE OF THE SBBA GENERAL MEMBERSHIP MEETING.”

- a. Seconded by Nic Cornelison
- b. The motion passed.

- b. Reviewing and updating the SBBA By-Laws:

- i. Jimmy Trice motioned “THE SBBA BY-LAWS COMMITTEE METICULOUSLY REVIEW THE SBBA BY-LAWS OF THE SOUTHEAST BRANGUS BREEDERS ASSOCIATION AS AMENDED

AUGUST 12, 2016 AND IN ADDITION, ALL SBBA BOARD OF DIRECTORS MEETINGS AND SBBA GENERAL MEMBERSHIP MEETINGS SINCE JANUARY 2016 AND SHALL SUBMIT TO THE SBBA BOARD OF DIRECTORS THEIR CONCLUSIONS FINDINGS AND EXPLANATIONS IN SUFFICIENT TIME TO DISTRIBUTE TO THE GENERAL MEMBERSHIP TO VOTE UPON PRIOR TO THE ~~2021 SBBA FIELD DAY~~, SBBA General Membership Meeting, September 24, 2021.”

1. Second Trey Cuevas
2. Amended. The Field Day is postponed until 2022.
3. The motion passed.

c. Filing of the SBBA By-Law Amendments

- i. Jimmy Trice motioned “THE SBBA BY-LAW AMENDMENTS THAT HAVE BEEN PROPOSED, SECONDED, ~~MODIFIED-AMENDED~~, AND PASSED BY THE SBBA BOARD OF DIRECTORS AT THE JANUARY 15, 2021 MEETING OF THE SBBA BOARD OF DIRECTORS, SHALL NOW BE CONSIDERED TO HAVE BEEN REDUCED TO WRITING AND FILED WITH THE SBBA SECRETARY OR PRESIDENT OF THE ASSOCIATION.”

1. Seconded by David Walker
2. Amended.
3. The motion passed.

d. Assigning By-Law Committee members:

- i. Chair: Immediate Past President: Alvin Stinson.
- ii. Janet Greuel requests to be on the committee.
- iii. Michael Childers requests to be on the committee.
- iv. Wesley Hunt request to be on the committee.

1. Jimmy Trice motioned “*THE SBBA BY-LAWS COMMITTEE MEMBERS, IN ADDITION TO THE CHAIR, BE COMPRISED OF JANET GREUEL, WESLEY HUNT, EVON CROOKS, AND MICHAEL CHILDERS FOR 2021.*”

- a. Seconded by Wayne Addison.
- b. Amended.
- c. The motion passed.

8. SBBA Field Day

- a. There is currently no SBBA Field Day Host to be held August 20-21, 2021 and one needs to be identified. If one is not identified, or is cancelled, the motions need to be modified to report at a different time, place, and manor.
 - i. Discussion

1. No individuals present volunteered to host the SBBA Field Day for 2021. The conclusion was to wait till 2022 and in the interim of 2021 continue to seek out a host.
- ii. Conclusion. The 2021 SBBA Field Day is cancelled.
- iii. Michael Childers motioned “Amend all motions containing at the Field Day 2021 to read at the SBBA Board of Directors Meeting, at the 2021 SBBA Female Sale September 25, 2021.”
 1. Seconded by Jimmy Trice.
 2. The motion passed.

IX. ANNOUNCEMENTS

- a. Congratulations
 - i. Doug Williams IBBA Pioneer Award
 - ii. Trey Cuevas IBBA Board of Directors
- b. **ACA Convention and Trade Show:** March 5-6, 2021 Birmingham, Al
- c. **SBBA Female Sale Nominations Due:** July 27, 2021 (60) days before the sale.
- d. **NCBA:** August 10-12, 2021 Nashville, TN
- e. ~~SBBA Field Day: August 20-21, 2021 Host TBD Postponed till 2022.~~
- f. **SBBA Junior’s Show:** September 17-18, 2021 Live Oak, Fl.
- g. **SBBA General Membership Meeting, Fun Auction, Banquet, and Awards Ceremony:** in Troy, Al September 24, 2021.
- h. **SBBA Board of Directors Meeting:** September 25, 2021 in Troy AL, 8:00am
- i. **SBBA Showcase Female Sale:** September 25, 2021 in Troy, AL, the donation heifer is being provided by ~~Lee McGarity from Vanna Farms in Royston, Ga.~~ Nic Cornelison, Lake Majestik Farms
- j. **SBBA Bull Sale Nominations Due:** October 5, 2021 (60) days before the sale.
- k. **SBBA Bull Sale:** December 4, 2021 in Uniontown, AL
- l. **SBBA Board of Directors Meeting:** January 21, 2022 Quail Valley Farms
- m. **SBBA General Membership Meeting:** January 22, 2022 Quail Valley Farms

X. ADJOURNMENT

- a. Motion to adjourn made by Doug Williams, seconded by Wesley Hunt, the motion passed. Meeting adjourned (6:23pm EST)

XI. IBBA MEMBERS PRESENT

XII. ATTACHMENTS

- a. SBBA 2020 GENERAL MEMBERSHIP MEETING MINUTES
- b. SBBA 2020 SECRETARY REPORT
- c. SBBA 2020 TREASURER REPORT
- d. SBBA 2020 BUDGET AND FINANCE COMMITTEE REPORT
- e. SBBA 2020 IMMEDIATE PAST PRESIDENT REPORT
- f. SBBA 2020 ADVERTISING, PUBLIC AFFAIRS, AND PUBLICATIONS REPORT
- g. SBBA 2020 AWARDS REPORT
- h. SBBA 2020 FUN AUCTION REPORT
- i. SBBA 2020 BY-LAWS REPORT

- j. SBBA 2020 MEMBERSHIP REPORT
- k. SBBA 2020 SOUTHEAST REGIONAL BRANGUS SHOW REPORT
- l. SBBA 2020 SOUTHEAST SALES COMMITTEE REPORT
- m. SBBA 2020 YOUTH AND SCHOLARSHIP REPORT
- n. MICHAEL CHILDERS OPINON ON HIS NO VOTE.
- o. ATTENDANCE

Respectfully Submitted,

Michael Childers SBBA Secretary/Treasurer



2020 SBBA General Membership Meeting Minutes
Troy, AL / September 25, 2020

I. CALL TO ORDER

- a. Jimmy Trice. 6:05pm CST

II. INVOCATION/PLEDGE

III. ROLL CALL

- a. GENERAL MEMBERSHIP.

- i. DETERMINE A QUORUM.

- 1. The SBBA had 165 active members in good standing at the time the SBBA General Membership Meeting was conducted. Per the SBBA By-Laws, a quorum shall consist of not less than 20% of all active members then in good standing, present in person. Only 26 active members in good standing were present, 33 were needed.

- a. The requirements for a quorum were not met for a SBBA General Membership Meeting, therefore no business was conducted.

IV. UPDATES AND GENERAL INFORMATION

- a. Instead of discussing business, Jimmy Trice, SBBA President, and Michael Childers SBBA Secretary/Treasurer addressed the assembly about the state of the SBBA, from January till now, noting the increased SBBA membership, increase in communication and notification from the SBBA to the membership using Facebook and the SBBA website, summarized the SBBA Field Day, noted the passing of David Vaughn, and concluded the discussion with the upcoming schedule of events.

V. ADJOURNMENT Jimmy Trice.6:37pm

In Attendance:

Nic Cornelison	Joey Smith	Shane Cooper	Briley Cornelison
David Walker	Jimmy Trice	Evon Crooks	Nolan Trice
Roger & Janet Greuel	Jason Woods	Grady Green	John Milam
Tom & Vicki Hayford	Craig Green	Joe Ganci	Jay Rist
Sean and Tom Davis	Trey Cuevas	Jeff Thomas	Wayne Addison
Joy & Milton Sundbeck	John Holley	Clint & Brooke Lodner	
Bo & Sky Herndon	Michael Childers		

Respectfully submitted for your approval,

Michael Childers SBBA Secretary/Treasurer



SBBA SECRETARY REPORT FOR SBBA BOD MEETING JANUARY 15, 2021

The SBBA started off the year 2020 with our annual Board of Directors and General Membership meetings in January 2020 where the resignation of Maranda Lowery was first addressed and then Michael Childers was nominated and confirmed to assume the duties and responsibilities of the SBBA Secretary/Treasurer. In addition, new SBBA Officers, Jimmy Trice, SBBA President, Nic Cornelison, SBBA Vice President were nominated by the nomination committee and voted on at the SBBA General Membership Meeting and were confirmed. Also, new SBBA Board of Directors Wesley Hunt, David Walker, Trey Cuevas, and Kendall Stennett were nominated and confirmed to serve on the SBBA Board of Directors for their first term, replacing Alvin Stinson, Evon Crooks, Doug Cheney, and Michael Candler.

On February 1, 2020, the former, Maranda Lowery, current, Michael Childers, SBBA Secretary/Treasurer, and former Membership Chair Chris Lowery, met at the offices of The Vystar Credit Union and conducted a turnover meeting. The accounts with the Vystar Credit Union were updated to the new SBBA Secretary/Treasurer home address, per the By-Laws **ARTICLE XIII- DUTIES OF TREASURER, SECTION 2** “all books, papers, vouchers, money and other property of whatever kind in his/her possession or under his/her control shall be surrendered to the Association”, in addition all passwords and usernames for QuickBooks, The Vystar Credit Union, Square (no longer used), and contact information for EDJE Web Design, Sunbelt Ag Expo, and the Brangus Journal, to advise those entities of the position change. The transfer was unable to be made in compliance in its entirety with the SBBA By-Laws, which requires two signors, this will be further explained in New Business under agenda item 2. Currently, Michael Childers SBBA Secretary/Treasurer, and Belinda Cheney are the only signors on all SBBA financial accounts with The Vystar Credit Union. Michael Childers SBBA Secretary/Treasurer did consult with Jimmy Trice SBBA President, and Nic Cornelison, SBBA Vice President and decided that in the best interest of the SBBA opted to go ahead and let Michael Childers and Belinda Cheney be the only signors, again to be addressed further under New Business agenda item 2. SBBA General Membership Chair, Chris Lowery also resigned, so Michael Childers SBBA Secretary/Treasurer assumed those responsibilities and took over the duties as defined in the By-Laws **ARTICLE IX- OFFICERS AND COMMITTEES, SECTION 8 – MEMBERSHIP**.

On February 20, 2020, Michael Childers met with Belinda Cheney at The Vystar Credit Union and put Belinda Cheney as signor of all the SBBA financial accounts with The Vystar Credit Union. Both the SBBA checking account, and the SBBA sales checking account are in the possession of SBBA Secretary/Treasurer, Michael Childers because Belinda Cheney resigned from the SBBA Sales Secretary/Treasurer position, not covered in the SBBA By-Laws, this will be further explained in New Business under agenda item 1.

From there the year took off, we increased the communication with the SBBA General Membership utilizing the SBBA Facebook page about how membership is growing, upcoming

events, and creating events to keep the membership more up to date with what was going on with the SBBA.

The SBBA Field Day hosted by Phillips Ranch, LLC in Bunnell, Florida in August was a great success. The Phillips Family are wonderful hosts and Rob Singleton, IBBA east region board of director, did a fantastic job putting the event together. The event was given and update about the direction of the IBBA by Darrell Wilkes, Ph.D., IBBA executive vice president with his “State of the Brangus Union” address. Raluca Mateescu, Ph.D., from the University of Florida, gave us some insight on her *Bos indicus* research, Vytelle did a live FSH-free oocyte aspiration, Clint McWaters and Ashby Green, Sr., Ph.D. of Neogen recapped old and new genomic technologies, and Tom Jones from Hy-Plains Feed yard spoke about the value Brangus sired calves are starting to have in the marketplace.

The SBBA juniors followed the SBBA field day with a very solid turnout for the Southeast Regional Junior Brangus Show in Live Oak, Florida in September led by Tom and Vicki Hayford, and William and Sarah Carte from the SBBA’s Southeast Regional Junior Brangus Show Committee. Then we had our annual fun auction, banquet, awards ceremony, and General Membership Meeting at which we honored Shane & Stacie Cooper, from Lake Majestic Farms with the 2020 SBBA Achievement Award. Inducted into the SBBA Hall of Fame, the late Joe Reznicek and Joy Reznicek Sundbeck of Cow Creek Ranch, Aliceville, Alabama and the SBBA also dedicated the 2020 Southeast Brangus Breeders Association Showcase Sale in their honor.

The SBBA’s Sale Manager Doug Williams from L&W Cattle Company, the SBBA’s Sale Chairman Jeff Thomas from JRT Brangus, and Lea Stokes from the Horseshoe Group, put together the SBBA’s 2020 Showcase Female sale. 28 cosigners came together from 8 different states, along with auctioneer Lakin Oakley, and ring men, Jimmy Fetner, Paul Wall, and Stephen Mathis sold 54 lots and with a combination of 3n1’s, bred cows, bred heifers, donors, flush lots, open heifers, pairs, and a couple of herd sires averaged \$3,962.04.

In December at The Heart of Alabama Brangus Bull Sale, the Southeast’s Oldest Brangus Bull sale, put on by the same crew with 12 cosigners this time hailing from 7 states put together 60, 2-year-olds and yearling bulls to average \$3,377.00. The Heart of Alabama Brangus Bull Sale was dedicated to the late David Vaughn, age 85, who passed away in June. Mr. Vaughn served as President of both the SBBA, and the IBBA, in addition to being awarded the Award of Excellence in 2006 from the SBBA, IBBA Breeder of the Year in 2005 and IBBA Pioneer Award in 2013.

So, what is next? Just more of the same. A little at a time, just keep on keeping on doing what we do. We hope to see you at one of our upcoming events.

Respectfully submitted for your approval,

Michael Childers SBBA Secretary/Treasurer



SBBA TREASURER REPORT FOR SBBA BOD MEETING JANUARY 15, 2021

The following is the SBBA Treasurer Report submitted to the SBBA BOD for approval for the year 2020, from January 1, 2020 to December 31, 2020. All accounts of the SBBA, held at the Vystar Credit Union, were reconciled each month, and are balanced. The income and expenses break outs are covered in the SBBA 2020 Budget line items contained in the SBBA Budget and Finance Committee Report.

The SBBA Checking Account:

The SBBA Checking Account transferred to the SBBA Sales Account \$15,000.00 for the SBBA Sales Committee to be able to conduct business pertaining to the two Sales that the SBBA Sales Committee conducts. There was a motion to perform this action from the SBBA BOD Meeting January 17, 2020 made by Chris Heptinstall that was passed, which is an increase from the motion that Alvin Stinson made from the SBBA BOD Meeting January 18, 2019 from \$5,000.00 that was passed.

The SBBA Sales Account:

In the discussion for the motion Alvin Stinson made, he noted that the SBBA Sales Account should zero out or have a balance of \$0.00, this does not take into consideration interest that the SBBA Sales Account incurs in the current configuration that was passed down, is an interest-bearing account, not an escrow account as required by the SBBA By-Laws. Leaving the SBBA Sales Account with a zero balance, is not going to be possible because the like any checking account, the SBBA Sales Account will acquire some interest during the duration of the 60 days before and after the SBBA sales season per the motion. This acquired interest over the specified time never allows the SBBA Sales Account to naturally zero out upon the completion of the \$15,000.00 transfer, per the motion, back to the SBBA Checking Account always leaving the account with an increase from the interest accrued. The SBBA Treasurer recommends the SBBA BOD evaluate and advise, because in addition, according to **ARTICLE IX-OFFICERS AND COMMITTEES SECTION 11**. *“All funds collected for consignment fees and proceeds from all sales shall be deposited in a separate escrow account for that purpose. All disbursements related to the sale shall come from that fund”*. The SBBA does not have an escrow account with any financial institution. This needs to be addressed because of this possible violation, this may jeopardize the SBBA’s 501(c) status.

The noticeable difference to the negative to the SBBA Sales Account is the difference in what the SBBA Sales Account balance was January 1, 2020 and then again on December 31, 2020. This is not a loss, just the differences in balances between then and now that will naturally occur because the sales were closed out earlier this year than last and individuals, subsequently have cashed their checks earlier creating what would appear as a loss. The SBBA Sales Account is in balance and reconciled.

The SBBA Savings Account:

The SBBA Savings Account balance is noticeably lower on this Treasurer’s report to carry out the motion made by Roger Greuel, from the SBBA BOD Meeting January 26, 2018, which was passed, 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 \$1,500.00 for yearly scholarship dispersal. Then again, from the 2019 SBBA General Membership Meeting, Chris Heptinstall motioned to have Maranda Lowery change President & Vice President at Vystar Credit Union where SBBA Accounts are held. Move monies from SBBA scholarship savings to a long-term CD/short-term CD, and once again the motion passed. Previously the SBBA Savings Account was being utilized as holding account for the SBBA Scholarship Funds drawing 0.25%, which very little interest on behalf of the SBBA Scholarship Fund since January of 2018.

The SBBA CD FOR SCHOLARSHIP FUND ACCOUNT:

On February 20, 2020, the SBBA Treasurer opened an 18-month Certificate of Deposit Account with the Vystar Credit Union and then transferred \$30,000.00 into the CD from the SBBA Savings Account. The CD for the Scholarship Fund Account Matures in August 2021.

INCOME	\$21,640.00
EXPENSES	\$12,146.66
SBBA CHECKING ACCOUNT JANUARY 1, 2020	\$38,153.78
SBBA CHECKING ACCOUNT DECEMBER 31, 2020	\$39,503.09
DIFFERENCE +/-	\$1,349.31
SBBA SALES ACCOUNT JANUARY 1, 2020	\$196,028.68
SBBA SALES ACCOUNT DECEMBER 31, 2020	\$153,750.81
DIFFERENCE +/-	(\$42,277.87)
SBBA SAVINGS ACCOUNT JANUARY 1, 2020	\$35,520.26
SBBA SAVINGS ACCOUNT DECEMBER 31, 2020	\$5,662.66
DIFFERENCE +/-	(\$29,857.60)
SBBA CD FOR SCHOLARSHIP FUND ACCOUNT JANUARY 1, 2020	\$0.00
SBBA CD FOR SCHOLARSHIP FUND ACCOUNT DECEMBER 31, 2020	\$30,477.41
DIFFERENCE +/-	\$30,477.41

Respectfully submitted for your approval,

Michael Childers SBBA Secretary/Treasurer



SBBA BUDGET AND FINANCE COMMITTEE REPORT FOR SBBA BOD MEETING JANUARY 15, 2021

The following is the SBBA Budget and Finance Report for the SBBA for the year 2020, from January 1, 2020 to December 31, 2020. This report includes the income and expense explanations referenced in the SBBA Treasurer's Report.

INCOME:

SBBA MEMBERSHIP DUES

The revenue of \$5,845.00 for the SBBA Membership Dues line item is \$3,255.00 is over the proposed budget. This is attributed to the SBBA's membership growing to 167 members during the calendar year 2020, this is 93 more members than the revenue that 74 members would have generated as proposed. The SBBA Budget and Finance Committee proposes an increase to \$4,200.00 for the 2021 SBBA Membership Dues income line item, which is based on a projected membership level of 120 members for the year 2021.

SBBA BANQUET MEALS

The revenue of \$1,950.00 for the SBBA Banquet Meals line item is \$190.00 over the proposed budget. This was generated from the sale of 65 meals at \$30.00 a plate. The SBBA Budget and Finance Committee proposes \$1,760.00 for the 2021 SBBA Banquet Meals income line item, no change recommended.

SBBA FUN AUCTION

The revenue of \$3,160.00 for the SBBA Fun Auction line item is \$160.00 over the proposed budget. This was generated from the auctioning of 20 Fun auction items sold. The SBBA Budget and Finance Committee proposes \$3,000.00 for the SBBA Fun Auction income line item, no change recommended.

SBBA FEMALE SALE 1%

The revenue of \$2,058.50 for the SBBA Female Sale 1% line item is \$380.00 over the proposed budget. This was generated from the transfer of 1% of the proceeds from the SBBA Female Sale. The SBBA Budget and Finance Committee proposes \$1,750 for the SBBA Female Sale 1% income line item, no change recommended.

SBBA BULL SALE 1%

The revenue of \$2,026.50 for the SBBA Bull Sale 1% line item is \$276.50 over the proposed budget. This was generated from the transfer of 1% of the proceeds from the SBBA Bull Sale. The SBBA Budget and Finance Committee proposes \$1,750 for the SBBA Bull Sale 1% income line item, no change recommended.

SBBA WEBSITE BANNER AD

The revenue of \$6,600.00 for the SBBA Website Banner Ad line item is \$5,400.00 over the proposed budget. This is attributed to 66 SBBA Membership Banner Ad's being sold during the calendar year 2020, this is 54 more SBBA Website Banner Ad's than the

revenue that 12 members would have generated as proposed. The SBBA Budget and Finance Committee proposes an increase to \$3,000.00 for the 2021 SBBA Website Banner Ad income line item, which based on a projected SBBA Website Banner Ad participation level of 30 members for the year 2021.

SBBA DIRECTORY

The revenue of \$0.00 for the SBBA Directory line item is \$5,125.00 under the proposed budget. This is attributed to the SBBA Directory not being produced for the year 2020. Therefore, no income or expenses were incurred. The SBBA Budget and Finance Committee proposes \$5,125.00 for the 2021 SBBA Directory income line item, no change recommended.

EXPENSES:

ADS

The SBBA incurred \$0.00 for the Ad's expense line item. There were no Ad expenses incurred by the SBBA. Michael Childers, the SBBA Secretary/Treasurer was not able to locate how this line item impacted the budget to advise how it was recognized from the information provided from the previous SBBA Secretary/Treasurer. The SBBA Budget and Finance Committee proposes \$1,000.00 for the 2021 SBBA Ads expense line item, no change recommended. However, the SBBA Budget and Finance Committee requests guidance from the SBBA Board of Directors as to how this is to be observed and recorded for further application.

AWARDS

The SBBA incurred \$235.00 in the Awards expense line item. This was for the awards presented at the SBBA Awards Ceremony, which is \$165.00 less than the projected budget. The SBBA Budget and Finance Committee proposes \$400.00 for the 2021 SBBA Awards expense line item, no change recommended.

BANQUET

The SBBA incurred \$2,400.00 in the Banquet expenses line item. This was for the meals served at the SBBA Banquet, which is \$100.00 less than the projected budget. The SBBA Budget and Finance Committee proposes \$2,500.00 for the 2021 SBBA Banquet expense line item, no change recommended.

BOOTH

The SBBA incurred \$0.00 in the Booth expenses line item. There were no Booth expenses incurred by the SBBA. The IBBA Summit was cancelled. The SBBA Budget and Finance Committee proposes \$1750.00 for the 2021 SBBA Booth expense line item to participate in and have a booth at the ACA Convention March 5-6, 2021, no change recommended.

FIELD DAY

The SBBA incurred \$5,000.00 in the Field Day expenses line item. Clover Ranch was not paid for hosting the SBBA Field day in 2019. Therefore, the SBBA paid both Clover Ranch, and Phillips Ranch \$2,500.00 each in 2020. Phillips Ranch sent the SBBA a check back for \$2,500.00 on their own accord, effectively creating a balance to the Field Day expense line item, however there is not a mechanism in the income portion of the budget to accurately reflect this type of occurrence in the budget, so it is noted here to reflect what transpired. The lack of payment to Clover Ranch was covered in the reading of the minutes during the SBBA Board of Directors Meeting January 17, 2020. Clover Ranch was reported as being paid and reflected as an actual expense incurred in the 2019 Budget provided by the previous SBBA

Secretary/Treasurer, however the previous SBBA Secretary/Treasurer noted that there was not an address and did not know who to make the Field Day check out to.

The SBBA Budget and Finance Committee proposes \$2,500.00 for the 2021 Field Day expense line item, no change recommended.

INSURANCE

The SBBA incurred \$671.00 in Insurance expenses line item, which is \$21.00 more than the projected budget. The SBBA Budget and Finance Committee proposes \$675.00 for the 2021 SBBA Insurance expense line item, small increase recommended for the expected rising cost of doing business.

MEALS AND ENTERTAINMENT

The SBBA incurred \$0.00 in Meals and Entertainment expenses line item, this is \$200.00 less than the projected budget. Michael Childers, the SBBA Secretary/Treasurer was not able to locate how this line item impacted the budget to advise how it was recognized from the information provided from the previous SBBA Secretary/Treasurer. The SBBA Budget and Finance Committee proposes \$200.00 for the 2021 SBBA Meals and Entertainment expense line item, no change recommended.

MEETING EXPENSE

The SBBA incurred \$100.00 in Meeting expenses line item, which is \$100.00 less than the projected budget. This is for the use of the conference room at the Smith House in 2020. The SBBA Budget and Finance Committee proposes \$200.00 for the 2021 SBBA Meeting expense line item, no change recommended.

MEMORIAL

The SBBA incurred \$500.00 in Memorial expenses line item, which is the exact amount in the projected budget. This was for the Memorial Donation honoring the passing of David Vaughn. The SBBA Budget and Finance Committee proposes \$500.00 for the 2021 SBBA Memorial expense line item, no change recommended.

MISC. EXPENSE (SUNBIZ RENEWAL)

The SBBA incurred \$250.00 in Misc. expense line item, which is \$750.00 less than the projected budget. This was for the table sponsorship for the IJBBA, The Sunbiz renewal is from Jan 1 - May annually, was made current in October 2019. The Sunbiz account, which is a requirement for a non-profit 501 (c) to conduct business in the state of Florida was renewed in January 2020, and the SBBA has not yet, but will renew the account soon. The SBBA Budget and Finance Committee proposes \$1,000.00 for the 2021 SBBA Misc. Expense (Sunbiz Renewal) expense line item, no change recommended.

NCBA

The SBBA incurred \$0.00 in NCBA expense line item, which \$1,500 less than the projected budget. The NCBA convention was held in San Antonio, TX 2020, and the SBBA did not participate. The SBBA Budget and Finance Committee proposes \$1,500.00 for the 2021 SBBA NCBA expense line item, no change recommended.

OFFICE EXPENSE

The SBBA incurred \$2,360.66 in Office Expense line item, which is \$1,860.66 more than the projected budget. This is attributed to a noticeable increase in membership. First in generating more membership, and then Per the SBBA By-laws, under ARTICLE VIII- Membership Meetings, Section 1- Time, Place & Manor, "Written notice of the Annual Meeting shall be mailed to each member of the Association at least 30 days prior to the date of such meeting." Michael Childers SBBA Secretary/Treasurer noted that it was very unlikely that the

membership had been being notified per the SBBA By-Laws with a budget of \$500.00 and paying for QuickBooks online at \$25.00 a month or \$300.00 a year, in addition to mailing out invoices for membership, soliciting membership and notifications of annual meetings. There is not a valid expense line-item in the SBBA budget to cover mailing out invoices for membership, soliciting membership and notifications of annual meetings, so it was recognized here. Other notable mentions that attributed to the increase included the ordering of new books of checks for the address change necessary for two accounts, SBBA Checking Account and SBBA Sales Account, that occurred because of the transfer of SBBA Secretary/Treasurer responsibilities, and there was increase of \$156.68 in finance fees charged by QuickBooks Online to the SBBA because members opted to use a credit card to pay for their SBBA membership and or SBBA Website Banner Ads online. Again, there is not a valid expense line-item in the SBBA budget to cover finance charges, so it was recognized here. Attempting to offset the finance fees by increasing the cost of using credit cards to members does not get passed along to members, this would only increase the finance fees charged to the SBBA, simply a cost of doing business. The SBBA Budget and Finance Committee proposes \$1500.00 to the 2021 SBBA Office Expense, an increase of \$1,000.00.

WEBSITE EXPENSE

The SBBA incurred \$630.00 in Website Expense line item, which is \$370.00 less than the projected budget. This was for expenses from three of the four quarterly charges from EDJE the website provider for the SBBA Website. The SBBA Budget and Finance Committee proposes \$1,000 for the 2021 SBBA Website Expense, expense line item, no change recommended.

DIRECTORY

SBBA DIRECTORY

The SBBA incurred \$0.00 SBBA Directory expenses line item which is \$5,125.00 less than the proposed budget. This is attributed to the fact that the SBBA Directory was not produced for the year 2020. Therefore, no income or expenses were incurred. The SBBA Budget and Finance Committee proposes \$5,125.00 for the 2021 SBBA Directory expense line item, no change recommended.

The SBBA Budget and Finance Committee proposes

DONATION HEIFER

The SBBA incurred \$0.00 SBBA Donation Heifer expenses line item which is \$400.00 less than the proposed budget. This is attributed to the fact that the SBBA Donation Heifer was cancelled for the year 2020 by the SRJBS after council with the SBBA Executive Committee. Therefore, no income or expenses were incurred. The SBBA Budget and Finance Committee proposes \$400.00 for the 2021 SBBA Donation Heifer expense line item, no change recommended.

The SBBA Budget and Finance Committee invested \$30,000.00 in a CD with the Vystar Credit Union for the growth of the SBBA Scholarship Fund which is to mature in August of 2021. The Committee is exploring alternative financial institutions that will better serve the needs of the SBBA regardless of where the President and Treasurer live throughout states in the SBBA. This will be covered further under New Business in the SBBA BOD meeting. In conclusion the year 2020 presented many unique challenges to the SBBA's proposed budget from 2020 creating an overage of \$6,693.34, the proposed budget for 2021 is \$335.00 over a zero balance which is not a requirement according to the SBBA By-Laws.

INCOME	2020 PROPOSED	2020 ACTUAL	2020 +/-	2021 PROPOSED
SBBA MEMBERSHIP DUES	\$2,590.00	\$5,845.00	\$3,255.00	\$4,200.00
SBBA BANQUET MEALS	\$1,760.00	\$1,950.00	\$190.00	\$1,760.00
SBBA FUN AUCTION	\$3,000.00	\$3,160.00	\$160.00	\$3,000.00
SBBA FEMALE SALE 1%	\$1,750.00	\$2,058.50	\$308.50	\$1,750.00
SBBA BULL SALE 1%	\$1,750.00	\$2,026.50	\$276.50	\$1,750.00
SBBA WEBSITE BANNER AD	\$1,200.00	\$6,600.00	\$5,400.00	\$3,000.00
SBBA DIRECTORY	\$5,125.00	\$0.00	\$0.00	\$7,000.00
TOTAL INFLOW	\$17,175.00	\$21,640.00	\$9,590.00	\$22,460.00

EXPENSES	2020 PROPOSED	2020 ACTUAL	2020 +/-	2021 PROPOSED
ADS	\$1,000.00	\$0.00	\$0.00	\$1,000.00
AWARDS	\$400.00	\$235.00	(\$165.00)	\$400.00
BANQUET	\$2,500.00	\$2,400.00	(\$100.00)	\$2,500.00
BOOTH	\$1,750.00	\$0.00	\$0.00	\$1,750.00
FIELD DAY	\$2,500.00	\$5,000.00	\$2,500.00	\$2,500.00
INSURANCE	\$650.00	\$671.00	\$21.00	\$675.00
MEALS AND ENTERTAINMENT	\$200.00	\$0.00	\$0.00	\$200.00
MEETING EXPENSE	\$200.00	\$100.00	(\$100.00)	\$200.00
MEMORIAL	\$500.00	\$500.00	\$0.00	\$500.00
MISC. EXPENSE (SUNBIZ RENEWAL)	\$1,000.00	\$250.00	(\$750.00)	\$1,000.00
NCBA	\$1,500.00	\$0.00	\$0.00	\$1,500.00
OFFICE EXPENSE	\$500.00	\$2,360.66	\$1,860.66	\$1,500.00
WEBSITE EXPENSE	\$1,000.00	\$630.00	(\$370.00)	\$1,000.00
DIRECTORY	\$3,000.00	\$0.00	\$0.00	\$7,000.00
DONATION HEIFER	\$400.00	\$0.00	\$0.00	\$400.00
TOTAL OUTFLOW	\$17,100.00	\$12,146.66	\$2,896.66	\$22,125.00

INC/EXP +/- \$6,693.34

**INC/EXP
+/-** **\$335.00**

Respectfully submitted for your approval, approved as amended.

Nic Cornelison SBBA Vice President/ Chair SBBA Budget and Finance Committee

Michael Childers SBBA Treasurer.



**SBBA FUN AUCTION COMMITTEE REPORT FOR SBBA BOD
MEETING JANUARY 15, 2021**

	Item Description	Buyer Number	Purchase Price
1	CAMO COOLER HIGH ROCK FARM	127	\$200.00
2	BELT BUCKLE FLUING W RANCH	128	\$30.00
3	BRANGUS CROSSING FLYING W RANCH	136	\$50.00
4	WOODSTOCK CHIMES HIGH ROCK FARM	138	\$30.00
5	JOHN DEER TRACTOR GREUEL FAMILY BRANGUS	139	\$50.00
6	RUSTIC CALENDAR ADDISON BRANGUS	144	\$175.00
7	PRIME BOTTLE VACCINATOR T3	144	\$70.00
8	WILLOW TREE NEW LIFE	145	\$40.00
9	STEAK DINNERS	145	\$30.00
10	5 STRAWS CASH FLOW	146	\$275.00
11	10 STRAWS BIG TOWN VANNA FARMS	148	\$350.00
12	BRANGUS CROSSING FLYING W RANCH	148	\$50.00
13	MISTY CREEK WINE SYRAH EC BRANGUS	150	\$50.00
14	MISTY CREEK WINE SYRAH EC BRANGUS	150	\$50.00
15	PAINTING BORN BRANGUS SJBBA	151	\$400.00
16	3 STRAWS NEVER SURRENDER QUAIL VALLEY	152	\$800.00
17	LEATHER BAG AND HAT LAKE MAJESTIK	156	\$50.00
18	POTTERY BOWL LAZY 1 FARM	158	\$80.00
19	STEAK DINNERS	158	\$30.00
20	PAINTING CHRIS AND ALEXIS HEPTINSTALL	159	\$350.00
		TOTAL:	\$3,160.00



SBBA MEMBERSHIP REPORT FOR SBBA BOD MEETING JANUARY 15, 2021

On February 1, 2020, during the turnover meeting with Maranda Lowery, Membership Chair Chris Lowery advised that he would like to step down from his position on the SBBA Membership Committee, so the SBBA Secretary/Treasurer, Michael Childers assumed those responsibilities so that the duties would not go unfulfilled for the year, as membership dues have a direct impact to the means in which the SBBA generates revenue and specifically impacts the SBBA's budget.

There are, ***just like every single committee that the SBBA plays at,*** no written pass down procedures, no agenda for meetings, no known set of rules or guidelines that the SBBA provides to help the individual volunteering to assume the responsibilities and duties of any committee, office or board of directors' position, none whatsoever. The SBBA has been around since 1972 I think, and this is the best we have come up with, this is embarrassing and a farse and is something that needs to change or the SBBA had better be prepared to write a check to the IBBA's Auxiliary. We need to take a real good look at ourselves and look around at who is really doing something, and who has been pretending to play at "being an Association" and get serious about the direction the SBBA is going. After being involved with the SBBA and behind the curtain for a year now, I completely recognize that we have inherited from our successors, a failing organization and those are the individuals who should be recognized for their lack of contributions to ensure the success of the SBBA, they have failed us. I accept my role in the direction of the SBBA from when I took over as the SBBA Secretary/Treasurer, but I absolutely want to give to my successor a better Association than I inherited.

At the January 27, 2017 Board of Directors Meeting that **Michael Candler** was the presiding president over, when Belinda Cheney asked when are the SBBA dues, due?, Evon Crooks, SBBA Board of Director at the time, responded that the By-Laws said January 1. There is not a date referenced, in the SBBA By-Laws as published on the SBBA Website dated August 12, 2016. Revision of the By-Laws is a top priority.

The Membership Committee got aggressive about soliciting SBBA members instead of the very passive approach practice that the SBBA had employed and had been passing down from one Membership Committee to the next.

The SBBA Membership Committee set out to work, first asking the IBBA for a list of all their members that are in the 11 states that the SBBA is in, and then combining that list with all of the known contact information that was derived from QuickBooks Online and current SBBA membership contact information. After that, a deduplicating process took place to get down to a master list of about 550 contacts. Then that list was imported into QuickBooks online and a letter was developed, and "invoices" were sent out using QuickBooks Online via email explaining about the SBBA membership and SBBA website banner ad process, and associated costs, along with a list of scheduled SBBA events. The cost for SBBA banner ads, do not exist either in the SBBA By-Laws. There is a function in QuickBooks Online that allows a user of QuickBooks Online to see if someone has viewed their "invoice", in addition to how long an "invoice" has been open, and tracks when an invoice was paid.

After 30 days a reminder was sent out, and a lesson was learned. We attempted to bulk select and “remind” everyone about the membership request, and quickly learned that there is not a way to tell which email notifications have been set when an error to send has occurred. Subsequently, several people rightly advised us that they were receiving 4,5, emails asking for an invoice. So, we fixed the problem and apologized to everyone that contacted us about the error. In addition, we printed out and mailed to the open invoices in QuickBooks Online that remained in the “not viewed” category, there were about 100 of those.

So, what did we get for our efforts, well despite the SBBA not attending any conventions in 2020, which is another passive approach to obtaining memberships, we were politely persistent. The SBBA Membership grew from the projected 74 members to 167 members creating a surplus of \$3,255.00. The SBBA Website Banner Ads grew from the projected 12 banner ads to 66 banner ads creating a surplus of \$5,400.00. All total the SBBA Membership Committee generated \$8,655.00 more in revenue for the SBBA than projected. The SBBA Membership Committee recommended to the SBBA Budget and Finance Committee for the calendar year 2021 the following: SBBA Memberships 135 projecting \$4,200.00 in revenue, SBBA Website Banner Ads 30 projecting \$3,000.00 in revenue.

Respectfully submitted for your approval,

Michael Childers SBBA Membership Committee



2020 SRJBS YEAR END REPORT

BEGINNING BALANCE SRJBS SPECIAL ACCOUNT AS OF 01/01/2020	\$28,480.49
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INCOME

2020 DONATION HEIFER (LAKE MAJESTIK FARM) MOVED TO 2021	\$00.00
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2020 SRJBS ENTRY FEE'S COLLECTED	\$1,950.00
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2020 SPONSORS	\$00.00
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2020 TOTAL INCOME	\$1,950.00
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EXPENSES

ADVERTISEMENT 2020 NJBS CATALOGUE	\$250.00
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MEMORIAL (DIANE BATEMAN)	\$100.00
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SRJBS EXPENSE (AWARDS, RIBBONS, JUDGE, DRINKS)	\$2,158.15
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SRJBS PREMIUMS PAID	\$7,295.00
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2020 TOTAL EXPENSES	\$9803.15
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2020 ENDING BALANCE SRJBS SPECIAL ACCOUNT 12/31/2020	\$20,627.34.
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SRJBS 2021 PROPOSED BUDGET

INCOME

2021 DONATION HEIFER	\$18,000
2021 SRJBS ENTRY FEES	\$ 2,000
2021 SRJBS MEAL SPONSOR	\$ 1,000
2021 SRJBS EXPECTED INCOME	\$21,000

EXPENSES

2021 SRJBS	\$13,000
2021 SRJBS SPRING FIELD DAY/TRAINING	\$500
2021 SRJBS EXPECTED EXPENSES	\$13,500

SRJBS 2020 EXPECTED ENDING BALANCE

2021 SRJBS BEGINNING BALANCE	\$20,627.34
2021 SRJBS EXPECTED INCOME	\$21,000
2020 SRJBS EXPECTED EXPENSES	\$ 13,500
2021 SRJBS EXPECTED ENDING BALANCE	\$28,127.34



Good Morning Jimmy, Nic and Michael,(SBBA Officers)

I regret I am unable to be at the meetings today and tomorrow. Chuck and I have always treasured the time spent with our SBBA friends and fellow members.

I am resigning my position as Scholarship Chairperson effective January 25, 2021. The reason for the additional 10 days is that there have been some difficulties with the SBBA 2020 Scholarship (postal service!), and I feel we will be able to award the scholarship by the 25th.

It has been my privilege to be involved with the SBBA Scholarship since it's inception in 1991. Several years later, the scholarship (by proclamation would forever be known as) the SBBA JANET GREUEL SCHOLARSHIP, in acknowledgement and appreciation of her many years of service to SBBA.

I will be happy to pass on any materials, information, etc. to the next Chairperson.

Sincerely,

Norma Sword



MICHAEL CHILDERS EXPLANATION FOR VOTING NO

Doug Williams is a, SBBA Board of Director, SBBA Nominating Committee Member, SBBA Southeast Sales Committee member, and the SBBA Sale manager for the SBBA sales. I still contend that this many positions held by one person is an unfair advantage for anyone seeking to become the SBBA's Sale Manager. Any person or company will have to disclose the contents of the terms and conditions that they are seeking to become the SBBA Sale Manager. Therefore, being forced to divulge what their rate, salary, compensation package, and other terms of a contract, directly to their competition, an SBBA Board of Director, which can then, with inside trader information, be subsequently and easily out bid by an SBBA Board of Director, I personally believe that this not the way we should conduct business, see definitions for corruption, dishonest, fraudulent, deceitful, manipulative, morally degenerate, depraved, improper conduct, and tainted to name several that come to mind. The SBBA should really take look on how this type of behavior reflects on the reputation of the SBBA.

The SBBA should always, without hesitation, consider how the role of the sale manager is to be treated, and how this arrangement effects the association's 501(C) nonprofit status. This relationship should be viewed as how someone interacts with a contractor under the confines of a contract. In addition, the SBBA should recognize what responsibilities we have given to ourselves, under the By-Laws, to undertake and perform. Like, the selection of cattle for example.

So, when a SBBA Board of Director is selecting cattle is that as a member of the Southeast Sales Committee or is that as the SBBA Sale manager? Now selecting cattle is a privilege reserved for the Southeast Sales Committee under the By-Laws, which a SBBA Board of Director can be on the Southeast Sales Committee. However, the SBBA has been reimbursing a sale manager for "screening cattle" for the sales of which there is not a provision for doing so in the SBBA By-Laws. So, let us say "screening cattle" is something that a SBBA Board of Director is performing as a duty under the title of Sale Manager, from the stance of the SBBA conducting business as a nonprofit, why would "screening cattle" not be a portion of the 5% of the gross of the sales? Why the compensation for a privilege reserved for the Southeast Sales Committee to a Sale Manager who is also a SBBA Board of Director?

What is the SBBA paying a Sale Manager for, and what services is the SBBA performing on behalf of the Sale Manager, under the current configuration according to the SBBA By-Laws? The SBBA By- Laws state "**Section 11 - Southeast Sales Committee**
This committee shall be responsible for overseeing all sales including selection of cattle, rules of sale, finances of sale, distribution of entries, follow-up after sale and distribution of sale

proceeds. All funds collected for consignment fees and proceeds from all sales shall be deposited in a separate escrow account for that purpose. All disbursements related to the sale shall come from that account, thus creating a zero balance at the conclusion.”

So, overseeing all sales, SBBA, check, selection of cattle, SBBA, check, rules of sale, SBBA, check, finances of sale, SBBA, check, distribution of entries, SBBA, check, follow-up after the sale, SBBA, check and distribution of sale proceeds, SBBA, check. So, the sale manager before the sale should be coordinating marketing, and advertising efforts, answering and responding to buyer and seller phone calls, emails, questions, and complaints? Which begs the question, what services is the SBBA paying for, and what services are we performing ourselves that the Sale Manager should be performing? As a gross analogy, other than setting a sale order, what duties is the sale manager contractually obligated to perform that does not included the direct involvement of the uncompensated, unskilled volunteers that the SBBA willingly provides for the Sale Manager to use at their disposal, in which the Sale Manager is paid 5% of the gross proceeds?

I want to be on record as disagreeing with the amendment to the motion that passed, and firmly contend that the Sale Manager for the SBBA should not be on the SBBA Board of Directors, or on the SBBA Nominating Committee. Oh wait, never mind, a sale manager for the SBBA Sales is not even mentioned or referenced in the SBBA By-Laws, there is not a contract for sales manager even referenced or on file, and oh by the way neither is the setting of a sale order for that matter. We are just giving money away out of the kindness of our hearts, I guess. Why stop at 5%?

Respectfully,

Michael Childers



ATTENDANCE FOR SBBA BOD MEETING JANUARY 15, 2021

Nic Cornelison	Jimmy Trice	Tom Hayford
Roger & Janet Greuel	William Carte	Doug Williams
Wesley Hunt	Jeff Thomas	David Walker
Doug & Belinda Cheney	Wayne Addison	Kendall Stennett
Trey Cuevas	Chris Heptinstall	Michael Childers
Davy & Wendy Sneed		