

## NACA BOARD MEETING

November 17, 2020

The meeting was called to order by President Rick Schlutz at 8:02 PM CST

Directors present - Ray Radford, David Woodham, Rick Schlutz, Audie Morris, Joshua Martinez, Dale Nauman, Calvin Schwartz

Also present was Executive Director, Nikki Ashley.

- President Rick Schlutz asked for a review of the minutes from the October 20, 2020 NACA Board Meeting, Board Secretary David Woodham read the minutes, Ray Radford made a motion the minutes be approved as read, Dale Nauman seconded; motion passed.
- Financial Overview
  - The financials for the past month were not available but Nikki said the only changes were the sales of some Calendars
  - Motion by Ray Radford to approve the financials as presented, Dale Nauman seconded; motion passed.
- NACA Certified Corriente Beef Committee update
  - The first steer for processing in our fund-raising event is Dec 10. Nikki brought up the possibility of losing our non-profit status with meat sales if they are over 25% of our income. We discussed the possibility of paying more for cattle should that become an issue so to keep our profit down and increase any profit to the NACA breeder.
  - David Woodham had concerns with establishing a “standard” for our meat, grass fed, grass plus, etc. Should our orders require it we will offer an option to the customer.
  - Several board members who have volunteered to provide donated steers discuss the possibility of buying cattle from breeders in the South Dakota area versus shipping cattle from other locations. Nikki and Rick are going to find local breeders and see what the cost and availability might be.
  - Pricing and size were discussed for the donated beef. It was determined that the cost would be \$7.50 per pound with free shipping on orders over 10lbs. Josh made the motion and David seconded. Motion passed.
- Report on the Performance Committee, Joshua Martinez, the board liaison to the committee updated the board on the committee’s most recent meeting.
  - Ron Long has been in contact with the television program, The American Rancher. Cost to have a program for the Corriente breed would be approximately \$10,000.00. Ron will participate in the next board meeting to discuss ways or ideas to raise these funds for this.
- New Business
  - Gun Raffle tickets have been received, 500 tickets. Dale has sold enough so far to pay for the gun. Each board member agreed to still send in \$135.00 to pay for the gun and are to be reimbursed through their individual ticket sales.
  - The NACA Website needs to be updated and improved. Nikki and Josh are working with a website expert to determine the cost to make these improvements. Nikki will send

out an email once she has this information. The main issue currently is the software will not allow the registration of 2020 calves.

- The board agreed to support the addition of the NACA participation in the Shopify Ecommerce to allow for easy ordering of any NACA merchandise and the fund-raising beef sales. Cost is to be \$29 per month for this service. Josh made the motion, Calvin seconded, motion passed
- David Woodham made a motion to adjourn the meeting, Ray Radford seconded; motion passed and meeting adjourned. Next meeting is to be Tuesday, December 15<sup>th</sup>, 8:00pm CST.