

## NACA BOARD MEETING

January 19,2021

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

Directors present David Woodham, Rick Schlutz, Audie Morris, Joshua Martinez, Calvin Schwartz

Directors absent - Ray Radford, Dale Nauman

Also present was Executive Director, Nikki Ashley.

- President Rick Schlutz asked to waive reading and for a motion to approve the minutes of the Dec 15,2020 meeting since all directors had an opportunity to review the minutes prior to the meeting start. A motion was made by David Woodham to approve the minutes as written, seconded by Audie Morris, motion passed.
- Financial Overview
  - Executive Director, Nikki Ashley went over the financials with the board. She mentioned that calendar sales were good, down to less than 10 remaining.
  - The Corresponder returns were around 20 with incorrect address, Nikki will, based on who received the Corresponder start to invoice members for 2021 dues.
  - A motion was made by David Woodham to accept the year end financials, seconded by Joshua Martinez, motion passed.
- NACA Certified Corriente Beef Committee update
  - Rick Schlutz briefed the directors on the progress of the Certified Beef Committee.
    - One steer has been processed; a little over half the beef has been sold. Difficulties in pricing to ship the meat has slowed sales. Nikki is working on a solution for this cost to see if there is a less expensive way to ship the meat.
    - Rick suggested we find a distributor in the Denver or Minneapolis area since we don't have active members in this area processing beef.
    - Value Added Grant. Nikki is working with a grant writer to help with a value-added grant for beef sales. The grant would help pay for marketing and website person to assist with sales. The current concept would either be to include all the members or spotlight certain members who are producing beef. There will be more information on this at the next Board of Directors meeting.
- Report on the Performance Committee, Joshua Martinez, the board liaison to the committee updated the board on the committee's most recent meeting.
  - With Ron Longs passing, Josh and Nikki have been working on a replacement to head this committee. For now, Josh will head the committee until one can be found.
  - Next Performance committee call will be Feb 2, 2021.
  - Rick asked about partnering up with stock producers and possible holding regional roping's to increase interest. Josh and the performance committee will discuss at their next meeting.
- New Business
  - Josh asked about booths for upcoming FFA or similar shows to advertise the cattle to a new group of protentional members. With the current Covid situation the board suggested we wait till things get closer to normal again.

- Rick asked if the board had followed up with sending the donation to Ron Long's family, the money was sent and Nikki received a nice thank you card from Ron's wife.
  - Rick asked about the donated steer for the Pro Rodeo Hall of Fame Ron had been working on. Nikki/Josh will follow up the Ryan Long for the contact info at the Pro Rodeo HOF.
  - Next board meeting will be February 9<sup>th</sup> at 8 pm central time.
- David Woodham made a motion to adjourn the meeting, Audie Morris seconded; motion passed and meeting adjourned.