

HOA Minutes - 11/21/2020

The meeting was called to order by President Kurt Peterson. The minutes from the 2019 Annual meeting and January Board meeting, and treasurers reports were distributed to the 20 members present for review. Upon review Gene Stumpf moved to approve the minutes with a second coming from Samantha Parish. The motion passed. It was requested to have a more detailed expense report that includes itemized expenses. This was noted by the Secretary/Treasurer. John Fauth then moved to approve the treasurer's report with a second from Kent Burns. With a motion and a second a vote was taken and the report was approved unanimously. Having taken care of those items of business the members began to discuss old business with the meeting being turned over to Kevin Babbs.

Kevin opened up the floor for the discussion of old business. Larry noted that we raised the nomination fee for this sale to \$100 and he wondered if that hurt us on consignments. It was discussed that the \$50 nomination fee didn't cover the expenses and we as an organization understand we don't want to get into a position where we don't have entries. John Fauth noted that there is a lot of gain on this year with the pandemic and forced shutdowns. We recognized that perhaps that \$100 fee scared a few people but we also feel that perhaps COVID scared people as well. The HOA noted Larry's concern and agree that we will re-evaluate the fee after the spring sale.

On the flip side even though the numbers were down Kurt Peterson noted that this set of cattle is some of the highest quality he has seen at our sale. He felt these offerings would please all those who attend the sale. Jeremy Tjardes asked what the "magic" number is for an ideal sale. Kevin responded that 50 would be ideal but we usually run between 70 and 75 lots. Ron Severson noted that we typically offer around 16 bulls and this sale is considerably smaller with only 4. Kevin restated that we would look at the fee after the spring sale. Kevin also mentioned that the organization may want to look at paying based on a percentage as the majority of our expenses are fixed.

The member present then voted to increase our membership fee from \$15 to \$25 starting on January 1st, 2021. Along with the change in membership cost Kurt Peterson suggested we list the board of directors on the website as well. It was agreed that this was a great suggestion.

The meeting then moved into the election of officers. The new slate is listed below:

President: Rachel Parish

Vice President: Gene Stumpf

Secretary/Treasurer: Corey and Emily Perry

Sale Manager: Kevin Babbs

Board of directors: 2021-2024

John Lidy

Ron Severson

Clayton Draper

Kendi Tjardes

After the election of officers the discussion moved into new business. The first item up for discussion was the location of the Fall Sale. Gene Stumpf wanted to know if we had the price locked in for next years sale. Kevin noted that we are locked in as we have a 2 year contract with United Producers at Shelbyville, Il. Communication with Producers went really well and they shared our sale information with their customers.

Next line of discussion is the COVID 19 Pandemic. No one really seems to know what will happen. If sales are categorized as non-essential then we are prepared to move to a full online format. With that being said moving forward pictures and videos of quality are going to become very important. The online entry system seemed to work really well and saved a lot of time and paper, so we will continue with that being offered. Kurt Peterson noted that the changes that were made to the catalog looked really nice.

Prior to adjournment Kevin reminded everyone that the Spring sale date is March 27th and entries are due February 1st.

With that all business concluded and the meeting was adjourned.