

## HOA Minutes - 11/23/19

The meeting was called to order by President Samantha Parish. The minutes and treasurers reports were distributed to the members present for review. Upon review John Fauth moved to approve the minutes with a second coming from Bob Horne. The motion passed. Bob Horne then moved to approve the treasurer's report with a second from Darrell Beutler. With a motion and a second a vote was taken and the report was approved unanimously. Having taken care of those items of business Samantha turned the meeting over to Kevin Babbs, sale manager.

Kevin opened up the floor for the discussion of old business. First on the list was to Thank Corey Perry, Emily Perry, and Mrs. Paul for their help in getting the meal ready for the meeting. Thanks was also given to Lisa Babbs for putting the chili together for sale day. In other old business was the Spring Sale. Kevin noted that things seemed to be going smoothly and he hoped for that continuation in the future.

Moving into new business the first item up for discussion was the catalog. It was noted that there appeared to be way too many cows in the catalog. Kevin explained that some of them had been consigned under extenuating circumstances and would not normally take place. Kevin did still note that we have a lot of people consigning and at this point in time we don't want to limit lots. However if a consigner sends in five lots to the spring sale they may not all be accepted. Samantha Parish stated that we as an organization need to trust Kevin in filling the lots with what is needed.

It was also discussed that we need to take a look at how we deal with entries when it comes to a family basis versus and entity basis. The example was given that we have one family selling two bulls but in different names. Upon further discussion it was brought up that we sell by membership not family name or entity. With that being said we need to double check that all consigners are paying their dues.

To further discuss entries and consignments John Lidy also suggested that we make a "wish list" of cattle that we may want to enter into the sale. This would allow Kevin to decide and fill spots as he sees fit. Ron Siverson stated that Iowa was suffering from the same issues that we were and they chose to put all the power of what is entered into the Sale Managers hands and it seemed to help. Larry Moffet plainly stated that our problem is quality not quantity. Randy Kline suggested that the board of directors could help in a screening process. Lucas Stumpf asked the following questions: Do you really want to screen? Do you have the time? Ron Siverson answered by stating we don't really need to screen we just need to look at the overall numbers and make a call based on that. Samanta reiterated that this is why the sale manager needs to have the power and say so to make the call on the number of lots entered as a whole and per consigner.

The membership then turned to a discussion the deadline for pictures and information for the catalogs. Kevin reminded them that the deadlines are not ours they are those of the AHA. Larry

Moffet asked what our drop out rate is for the past few sales. Kevin stated that we usually drop 10 lots per sale if we have 80 lots. However Kevin stated that with the substitution lots its not really that many. At this point in the discussion John Lidy moved to leave entries up to Kevin's discretion. The second came from Ron Siverson followed by a passing vote from the membership.

Larry Moffett then asked if phone numbers could be listed on the settlement sheets of the buyers when they are sent out. This is something that will be revised in the bookwork to be added.

In other new business: A possible move in location was also suggested that we do some research and see what would be available as Greenville was originally selected to draw in a larger Missouri buyers group and the data has shown that that has not been the case.

After it was decided that research for a new location the members moved into discussion on the online bidding. Kevin reminded them all that with this fall sale buyers would be able to make bids and watch the sale online. The overall cost for that is \$2500 but in doing this we did not put an ad in the hereford bulletin. Samantha stated that the per lot distribution on that would be around \$28.

Samantha then stated that looking back in to the expenses she felt that the sec/treasurer position be given an increase in pay of \$100 making it \$500. The motion was made by Gene Stumpf and seconded by John Fauth with a unanimous pass.

With the new business covered the membership proceeded to nominate and vote in their new officers and board of directors which are listed below:

President: Kurt Peterson  
Vice President: Rachel Parish  
Sec/Treasurer: Corey and Emily Perry  
Sale Manager: Kevin Babbs

Board of directors for 1 year term:  
Gene Stumpf  
John Lidy  
Bob Horne  
Jeremy Tjardes

Board of directors 3 year term:  
Kent Burns  
Larry Moffett  
Darrell Beutler  
Craig Ogle

Board of directors 2 year term:  
John Fauth  
Kent Paul  
Ron Schrumpf  
Randy Kline

