



MORAA Annual Meeting Minutes

April 18, 2019

Springfield Livestock Marketing Center

Meeting called to order at 6:10 pm by President, Dan Lacy.

Dan Lacy welcomed the membership to the meeting/dinner. Veronica Sartin gave the invocation. Meal of brisket, pulled pork, BBQ beans, slaw & corn is catered by Bubba's BBQ of Springfield, MO.

MORAA Year In Review—Bud Thomas

- 37 more registered females & 55 more commercial females and 10 more consignors compared to last years sale.
- Promote and increase the quality of cattle at the shows in the area.
- Red Angus into the American Royal in 2018. 60 head exhibited
- Quarterly E-Newsletter
- E-Blasts Service to be able to market our cattle.
- Affiliate Grant Program submitted by Ray Paslawski
- Updated website through EDJE

Introduction of Board Members:

- Dan introduces all the Board of Directors to the membership

Introduction of Committee Chairpersons:

- Dan introduces all the committee chairpersons to the membership.

Susan Juniors:

- Growing membership
- Introduction of Junior Advisory Committee
- Reorganize to have Junior Area Coordinators for leadership positions
 - North—Dillion O'Dell
 - Central—Shannon Jenkins
 - South—Brett Sartin
- Thanked Bachman Cattle Farms for donation heifer raffle. Danny & Sara O'Dell have greatly helped in getting this heifer ready as well as coordinating the ticket sales. Juniors picked this heifer out in November 2018.
- Membership Dues are May 1st. Can fill out forms online electronically.

MORAA Looking Forward—Dan Lacy

- Mission represent members of MORAA & Red Angus in general. Welcome herds of all sizes.
- In next 12 months will have an aggressive marketing campaign.
 - FCCP sales
 - Place permanent Banners in the Sale Barns
 - Advertise in the more popular publications that aren't used by the ARA
 - Involved at the area shows and fairs as we see fit. Educating the public at these events by passing out educational materials.
 - Making the Annual Meeting & Show Me Reds more of an event than just a sale in the future to a multiple day event.
 - Why not have a fall event? What are the possibilities of having a fall event more centrally located?
 - More of a presence at the American Royal, possible online sale with Genetics, Elite Show Heifers
- Junior Program:
 - Thank junior leadership for having 3 great area shows.
 - Susan Smydra is stepping down as the junior coordinator. We want to thank her for all her work over the past years is greatly appreciated. She has done a great job growing the MOJRAA program.
 - Clint Sartin will be the new junior committee chairman

Special Guest—Johnny Rogers, President ARA

- Red Angus membership survey a year ago. Several things came out that they need to work on, not many details at the moment.
- RedsPro functioning since fall 2017, 80% of registrations are done on Reds Pro
- Paper still is two day turn around right now.
- DNA submissions continue to grow 13% year to date this year
- Financial stand point has never been stronger, debt free right now.
- Buckle & Banner is a new publication for the show ring.
- 100,000 active cows in the Red Angus Breed right now
- 4th Largest Breed Overall in registrations
- Red Angus commercial female is the most preferred female in the industry
- \$250,000 spent on national advertising
- Red Angus National Convention Sept 12-14th in Dubuque IA

Secretary's Report—Callie Curtis

- Motion to approve the minutes was by Clint Sartin & seconded by Bud Thomas. Motion approved.
- 49 Voting Memberships Present
- 109 Attendees

Treasurer's Report—Sara O'Dell

- Sara O'Dell presented the Treasurer's Report
 - MORAA Beginning Balance \$34,920.99 Ending Balance \$22,782.54

- Junior Account beginning balance \$21,637.25 ending balance \$18,658.29
- Sara O'Dell moves we accept the Treasurer's Report, Susan Smydra Seconds. Motion approves

Candidate Introduction:

- Each candidate running for election was introduced & spoke.
- No nominations from the Floor.
- Members will vote on a paper ballot. Ray Paslawski & Steven Rogers will collect votes and count them.

Kent McClary from Tyson Foods Guest Speaker while votes are calculated:

- Each week harvest 135,000 head of cattle
- 6 beef slaughtering facilities in the US
- 85% Choice, 10% Prime, 30% CAB, 15-16% Fats
- Industry wide having the best grading they've ever had
- Verified Red Angus Grid
 - Gives you an option to retain ownership, to fatten your cattle and send them to Tyson. You can feed your cattle and they will send a buyer to look at them or you can forward contract them to Tyson.
 - Base price is based off of a 5 area weighted average each week.
 - Last week was \$204.91, if grade less than 65% choice then deduct \$1.00 65-73% get weighted average 85% Choice + \$2 above
 - \$15 on every prime, upper 2/3 choice \$4
 - Stand 15% of dark cutters, over weight carcass, etc
 - Must have FCCP verified tag
- BQA—must have current BQA certificate before they can come bid your cattle.
 - Trucker must be BQA certified as well.
- ARA now offers the E-ID tags with the FCCP tags
- Tyson is having trouble reading some E-ID tags
- They don't think that plant based protein will replace beef, but could go into countries that cannot afford, beef, pork or chicken.

Election Results:

- VP—Bud Thomas
- Secretary—Callie Curtis
- NW—Jerry Ellis
- NE—Matt Mefford

Clint Sartin moved to adjourn meeting Bud Thomas Seconds. Meeting adjourned

Membership Directory Premium Pages Auction:

- Center Spread 2x Money: \$600 x 2 Bachman Cattle Farms
- Inside Front Cover \$900 Twin Willow
- R Front Inside \$900 Twin Willow
- Back Cover \$1200 Double A Land & Cattle
- Inside Back Cover \$600 Steven Rogers
- Presidents Page \$700 Lacy's Red Angus

Total \$5,500 Total Sales