



April Meeting Minutes

April 3rd, 2019

Members Present: Dan Lacy, Dwight Harper, Ray Paslawski, Linda Campbell, Micah Bristow, Matt Mefford, Susan Smydra, Steven Rogers, Sara O'Dell

Called to Order at 8:04 pm

Secretary Report (Callie Curtis)

- March Meeting Minutes – Board approved via email
- Annual Meeting Planning—Bubba's BBQ booked & have 75 RSVP's thus far
- One membership gets one ballot (vote)
 - Matt talked to ADM about donating mineral again, haven't gotten a for sure on that yet.
 - Dan is going to donate a vaccination cooler
 - Board Election:
 - Vice-President: Bud will run again
 - Secretary: Callie Curtis is going to run again
 - NE Director: Matt Mefford is going to run again
 - NW Director:
 - Ray received a call from Jerry Ellis. Jerry had questions and expressed interest in the NW Director position.
 - Dan has talked to Kurtis Gregory and said he would consider it but haven't heard a for sure yet.

Treasurers Report (Sara O'Dell)

- \$36,088.62 MORAA doesn't include the \$3200 catalog bill.
- \$18,658.29 MOJRAA
- PayPal update:
 - When we got the IRS tax ID# we did nothing with it, so they re-issued it. To have non-profit status we have a letter a new letter that has re-activated the tax ID# in 10-14 days. Then we can move forward.

New Business

- **Discuss & Consider Purchasing MORAA Hats and/or ink pens**
 - If we want to do this to have them for the sale, we need to have it to them in the next couple days.
 - Hats \$6.25-\$6.50 each
 - Pens \$0.50 each
 - Method(s) of Distribution
 - Who do we want to distribute hats & pens to?
 - Hats:
 - Ray moves to buy 144 hats. Linda seconds. Motion passes



- Purchase the winter hats only, no summer hats.
- Hats to buyers only for this year.
- Pens:
 - Good quality BIC pen. \$0.55-\$0.60 per pen, Adding the website on the clip will add an additional \$.08 to \$.10/pen.
 - Callie moves to purchase 500 pens, Matt seconds. Motion passes.
- Juniors: Every junior member gets a free t-shirt when they become a member. Last year they sold decals that could be used on any fabric. This year they are going to try to sell some apparel at the meeting.

Open Items from Previous Meetings

- **Ozark Empire Fair 2019 Supreme Drive Sponsorship**
 - Just sponsor the Grand Champion Red Angus Female
 - Juniors contribute \$125
 - Callie moves that MORAA moves that we match the junior's donation. Dan seconds. Motion passes
 - MORAA will match the \$125
- **MSF/Charolais Barn (Litton Pavilion) Improvement Project**
 - Will know more after next Friday.

Area Director Reports (Please provide a brief summary of any present/future area activities)

- **NE Director** (Matt Mefford)
 - Kirksville had the Greater Midwest sale and he sat up an unmanned table and several directories were taken.
- **NW Director** (Dwight Harper)
 - Nothing to report
- **SE Director** (Micah Bristow)
 - Met with handful of commercial producers to try to get them to use the FCCP tags. Mailer to send out producers in his area, to tell producers that there's buyers looking for Red Angus cattle and new ownership of Farmington Sale Barn and the Red Angus influenced cattle sales.
- **SW Director** (Linda Campbell)
 - Handing out post cards and directories lately. A few different sale barns. Trying to do sale promotions for Show Me Reds.
 - 4 State Sale Barn in Exeter, MO is wanting to be able to reach MORAA members and didn't know what the best way to reach them might be. Linda suggests they join as an associate member to take advantage of e-blasts to reach members.



- Rogers Cattle Co. Sale:
 - Bull Market soft, Female market strong
 - Preaching producers to buy cattle that are born and raised on Fescue.
- Maplewood Acres Sale
 - Bulls were soft as well.
- **At Large Director** (Ray Paslawski)
 - Nothing to report

Committee Reports & Updates (Please provide a brief summary of any present/future committee activities)

- **Sale Committee** (Linda Campbell)
 - Annual Sale Update
 - Nothing has changed from last month on consignments.
 - Working on marketing phases, stall cards, pens, sale tags mailed out
 - Catalogs are being mailed out.
 - Steven is getting flyers made to highlight his lots in the sale as well as the sale in general. Encourages promote your consignments as well as the sale to help promote.
- **Membership Committee** (Callie Curtis)
 - New Members: Robert Halpain
 - E-Blast Service Update:
 - 2019/2020 Directory Planning:
 - Will be auctioned off at the annual meeting Inside Cover, Presidents Page, Center Spread, Inside Back Cover, Back Cover
 - Micah moves we print Only print 3000 copies, Callie seconds. Motion passes.
 - Maintain the same ad rates as last year, as well as offer the discount for multiple pages.
- **Marketing Committee** (Ray Paslawski)
 - Update - Affiliate Grant Program Application – Due May 1st 2019
 - Completed form is done all we need to do is get a cover letter and then submit it.
- **Junior Committee** (Susan Smydra)
 - Update – Donation Heifer
 - Approx \$4000 in ticket sales
 - Will be presenting Scott and Sue a thank you at the sale.
 - Junior advisory committee is going to be Friday at 9:00 am, open door so come in if you want to listen. Upstairs where the annual meeting is held.
 - American Royal:



- Conference call next week to confirm dates and time for the show.
- Banners made for the Open Show for Grand/Reserve Females & Bull in Purebred & % Shows
- Do we want to try to have a sale at the American Royal?
 - Would we have enough buyers for the consignments, were questions asked last year regarding having a sale.
 - Dan would like for us to entertain us having a fall MORAA event in conjunction with the American Royal at some point.
 - Online sale that is held right there in the stalls just to test the waters is an option.
- Susan is going to step down as the junior committee chair. Clint Sartin is going to step in as the junior committee chair.

Dan moves we adjourn. Ray seconds. Meeting adjourned at 9:50 pm

MORAA Board of Directors

Dan Lacy: President	Linda Campbell: SW Director
Bud Thomas: Vice-President	Micah Bristow: SE Director
Callie Curtis: Secretary	Dwight Harper: NW Director
Sara O'Dell: Treasurer	Matt Mefford: NE Director
Ray Paslawski: Director At Large	Steven Rogers: Ex-Officio (Education)

Committee Chairpersons

Junior Committee – Susan Smydra	Membership – Callie Curtis
Sale Committee – Linda Campbell	Marketing – Ray Paslawski
Education – Stephanie Smith	