

Board of Trustees' Meeting
Teleconference
October 8, 2019

Called the meeting to order at 6:07 p.m.

Roll Call: Gordon Hodges, Randy Moody, Jim Ligon, Cliff Orley, Steve Eichacker, Erika Kenner, Tom Hook, JW Brune, Gary Updyke, John Griswold, Fred Schuetze, Greg Walthall, Tom Nelson, Michael Forman, Tim Curran, Clay Lassle, Tim Smith

Staff: Darla Aegerter, Wade Shafer, Linda Kesler

Note: All resolutions and directives were sent to the full Board via email prior to the teleconference on October 8, 2019.

Growth and Development. Chairman, Mike Forman.

Update: September SimTalk sent out to the Feedyards.

Grant Contract – first contract expired. New contract developed for FY2020.

Directive #1: Direct staff to move forward with the Grant Company contract with the following edits:

1. Change “IGS/ASA” to American Simmental Association in the title of the contract.
2. Objective section remove “IGS and” and replace “both organizations” with “ASA”.
3. Project scope: second bullet point replace “AGA” with ASA.
4. Project scope: sixth bullet point replace “... exclusive property of IGS/ASA” with “... exclusive property of ASA”.
5. Project scope: seventh bullet point remove “/IGS”.
6. ASA staff signatory: replace “International Genetic Solutions” with “American Simmental Association”.

Moved and seconded in committee.

Discussion Points.

- Grant Company and ASA Pub Staff involvement.
- Assistance in design; proofing process with Pub and ASA Staff.
- Able to alter material from Grant and use in different formats and venues.
- Meetings monthly and quarterly meetings with ASA Staff; at times will involve Pub Staff.

Motion carried.

Activities & Events. Chairman, Steve Eichacker

Resolution #1: To approve Jason Hoffman and Scott Bush for the 2020 National Classic Owned Show and Scott Bush and Clint Rusk for the Bred and Owned Show.

Move and Seconded in committee.

Motion Carried.

Resolution #2: To exclude the AJSA Regional and National Classics from the current PTP Check-in Rules. The Regional and National classics will follow the check-in rules as observed in 2019.

Points of Discussion:

1. Concerns of startling cattle just before they enter back into the ring / Upset parents.
2. Convenience of keeping a list of tattoos.
3. Continue the check-in process as have in the past – check-in process prior to the events.

Moved and seconded in committee.

Motion carried.

Activities & Events continued.

Resolution #3: To approve the 2020 AJSA Regional and National Classic Rules as presented.

Moved and seconded in committee.

2020 AJSA Regional and National Classic Rules

I. Registration, Entry and Fees

1. Individual entry forms and required fees must be submitted online by the entry deadline to participate in any Regional or National Classic. The minimum four educational contests in which an individual must participate will be designated at the same time.
2. Exhibitors are permitted to enter up to nine head; however, each contestant may bring and exhibit only six head at the Regional and National Classics.
 - a. Every animal must be ASA registered prior to registration for any Regional or National Classic.
 - i. If DNA requirements for an ET calf have not been completed prior to registering for any Regional or National Classic, the ET calf must be placed on file in the database, assigned a number in parentheses (pseudo-number), and DNA must be received and recorded at the lab (GeneSeek).
 - ii. Any DNA issues must be resolved and the ET calf must be registered prior to check-in. Hard copies of the registration papers are recommended at check-in, but online registration records through Herdbook Services can be accepted.
 - b. Stall space will be provided for the number of head entered, unless additional stalls are purchased.
 - c. Animals entered in the National Classic Bred and Owned Show will incur a separate fee for entering in both the Owned and Bred and Owned Show.
 - d. Entry fees must be paid for all cattle entered and no refunds will be issued.
 - e. No substitutions will be accepted except as otherwise noted in paragraph VII item 19.
3. Regional Classic entry deadline will be 4:30 pm MT on Friday, May 1, 2020
 - a. Final entry deadline will be 4:30 pm MT on Friday, May 8, 2020. Registration fees will double from 4:31 pm MT on Friday, May 1, 2020 until 4:30 pm MT on Friday, May 8, 2020.
4. National Classic entry deadline will be 4:30 pm MT on Friday, May 15, 2020.
 - a. Final entry deadline will be 4:30 pm MT on Friday, May 22, 2020. Registration fees will double from 4:31 pm MT on Friday, May 15, 2020 until 4:30 pm MT on Friday, May 22, 2020.
5. Entry fees are located within each Classic schedule.
6. Exhibitors must be current junior members of the American Simmental Association and in good standing at the time of online entry for entries to be accepted.

II. Eligibility

1. All participants in the-2020 Regionals and National Classic must hold an individual junior membership with the American Simmental Association and have paid their annual service fee for the fiscal year.
2. Participants must be 21 years or younger as of January 1, 2020.
3. No participant will be discriminated against as a result of a physical, emotional or mental handicap. The only requirement is to specify on the entry form so accommodations can be made.
4. AJSA members can compete in as many Regionals as they wish; however, they are only eligible for awards at the first two in which they compete.

III. Health Requirements for Cattle

1. All cattle must meet the health requirements for the state where the event is held. Health inspection certificates issued by your local veterinarian must bear the animal's ID, age and breed description. Any and all questions regarding health requirements should be directed to your local or state veterinarian.

IV. Individual Competition

1. At the Regional and National Classics, overall competition will be determined by points won in five of the following seven events: Cattlemen's Quiz, Calvin Drake Genetic Evaluation Quiz, Public Speaking, Livestock Judging, Sales Talk, cattle show, and showmanship.
2. At the Regionals, points will be awarded to the top ten competitors in the Cattlemen's Quiz, Calvin Drake Genetic Evaluation Quiz, Sales Talk, Livestock Judging, and Public Speaking, with the highest score receiving ten points, and each subsequent score receiving one less point, down to one point for 10th place. To compete in the cattle show, exhibitors are required to participate in four of the five following educational competitions: Cattlemen's Quiz, Calvin Drake Genetic Evaluation Quiz, Sales Talk, Livestock Judging, and Public Speaking.
 - a. All contests must be completed by the contestant at the scheduled time. Failure to do so will result in disqualification of the contestant from the contest. The contest does not count in the educational requirement to compete in the cattle show.
3. At the National Classic, points will be awarded to the top twenty competitors in Cattlemen's Quiz, Calvin Drake Genetic Evaluation Quiz, Sales Talk, Livestock Judging, and Public Speaking, with the highest score receiving twenty points, and each subsequent score receiving one less point down to one point for the 20th place. To compete in the cattle show, exhibitors are required to participate in four of the five following educational competitions: Cattlemen's Quiz, Calvin Drake Genetic Evaluation Quiz, Sales Talk, Livestock Judging, and Public Speaking.
 - a. All contests must be completed by the contestant at the scheduled time. Failure to do so will result in disqualification of the contestant from the contest. The contest does not count in the educational requirement to compete in the cattle show.
4. At the Regionals, in the cattle show, the top ten exhibitors within each division will receive points based on their placing, with the highest score receiving ten points and each subsequent score receiving one less point down to one point for 10th place. Bred and Owned, Simbrah, Fullblood, cow/calf, and steer entries must equal 15% of the largest heifer division or the available points for those divisions will be reduced by 50%. In the instance, the division receives half points, only the top five animals will be placed in the ring.
 - a. In the case where a contestant has multiple entries in the top ten, only the points for the highest placing entry will be used for tabulation in the overall competition. The remaining animal will still receive recognition and awards, but only the highest placing will receive overall points.
5. At the National Classic:
 - a. In the heifer show, the top twenty exhibitors within each division will receive points based on their placing with the highest receiving twenty points, and each subsequent placing receiving one less point down to one point for 20th place.
 - b. In the Bred and Owned shows, the top twenty exhibitors will receive points based on their placing with the highest receiving twenty points, and each subsequent placing receiving one less point down to one point for 20th place.
 - c. All Bred and Owned shows, Simbrah, Fullblood, cow/calf and steer divisions must equal 15% of the largest heifer division or the available points for those divisions will be reduced by 50%. In the instance where the division receives half points, only top ten animals will be placed in the ring.
 - d. SPC Program – in order to earn overall points at the National Classic, SPC steers must be at minimum 50% Simmental for overall points. SPC entries by eligible National Classic exhibitors that meet the minimum 50% Simmental requirement must equal 15% of the largest heifer division or the available points will be reduced by 50%. In the instance where half-points are received, only the top ten animals will be used in the overall scoring.
 - e. In the case where a contestant has multiple entries in the top twenty, only the points for the highest placing entry will be used for tabulation in the overall competition. The remaining animal will still receive recognition and awards, but only the highest placing will receive overall points.
6. Cell phones are prohibited from all contests under all conditions. If a contestant uses a cell phone during a contest, the contestant will be disqualified from the contest and his/her score will be pulled and the contest will not count toward eligibility of the four out of the five required educational contests.

V. Competition and Awards

1. Age division eligibility will be determined based on the contestant's age on January 1, 2020 for the division of competition.
2. Novice division contestants must be 5 years old on or prior to January 1, 2020 and have not reached 8 years old on or prior to January 1, 2020. Novice competitors are not eligible to exhibit cattle.
3. At the Regional Classics:
 - a. Junior division contestants must be 8 years old on or prior to January 1, 2020 and not have reached 15 years old on or prior to January 1, 2020.
 - b. Senior division contestants must be 15 years old on or prior to January 1, 2020 and have not reached 22 years old on or prior to January 1, 2020.
4. At the National Classic:
 - a. Junior division contestants must be 8 years old on or prior to January 1, 2020 and have not reached 14 years old on or prior to January 1, 2020.
 - b. Intermediate division contestants must be 14 years old on or prior to January 1, 2020 and have not reached 18 years old on or prior to January 1, 2020.
 - c. Senior division contestants must be 18 years old on or prior to January 1, 2020 and have not reached 22 years old on or prior to January 1, 2020.

VI. Recognition and Awards

1. To receive awards, contestants must attend the entire awards ceremony. The only exceptions will be approved by the AJSA Board of Trustees. Applications for early release must be received, in writing, 24 hours prior to the scheduled time of the awards banquet. Emergency or special circumstances will be evaluated in a case-by-case manner
 - a. Failure to complete an early release form will result in consequences at the discretion of the AJSA Board of Trustees.
 - i. If early release form is approved and the contestant wishes to receive their awards, they will be responsible for all shipping charges.
 - ii. A member of the AJSA Board of Trustees will communicate either the approval or denial of the early release request as soon as the decision is made.
2. At the Regionals Classics, awards will be presented to winners in both the Junior and Senior divisions in each event. At the National Classic, awards will be presented to Junior, Intermediate and Senior divisions in each event. Novice competitors will receive recognition only.
3. Ties: in the event of ties in the overall competition, ties will be broken by comparing scores in the following events:
 - a. 1st tiebreaker: Cattlemen's Quiz
 - b. 2nd tiebreaker: Calvin Drake Genetic Evaluation Quiz
 - c. 3rd tiebreaker: Livestock Judging
 - d. 4th tiebreaker: Public Speaking

VII. Cattle Show – General

1. At the Classics, shows will consist of the following divisions: Purebred Simmental heifers, Purebred cow/calf pairs, Bred and Owned Purebred Simmental bulls, Percentage Simmental heifers, Percentage Simmental cow/calf pairs, Bred and Owned Percentage Simmental Bulls, Simbrah heifers, Simbrah cow/calf pairs, Bred and Owned Simbrah bulls, Fullblood heifers, Fullblood cow/calf pairs, Bred and Owned Fullblood bulls, and steers.
 - a. At the National Classic, a Bred and Owned Show will exist for each of the previously listed divisions. The Bred and Owned animals have the option to enter in both the Bred and Owned Show and/or the Owned show. Bulls may only enter the Bred and Owned show.
 - i. Each show (Bred and Owned vs Owned) will have a separate entry fee.
 - ii. Should the same animal place in the top twenty in both shows, only the highest placing in either show will be used to tabulate points for the overall competition. Awards and recognition will still be received.
 - iii. An animal entered twice, in both the Bred and Owned and Owned Show will not count as "two head" per the six head maximum rule.

- b. At the Regional Classics, the Bred and Owned Show will be separated from the Owned Show. Animals entering in the Bred and Owned Show will be unable to re-show in the Owned Show division, due to their only being one judge evaluating the Regional Classics.
 - c. A Bred and Owned heifer, steer, or cow/calf pair is one for which all of the following conditions are met:
 - i. The exhibitor is both the owner and the breeder on the registration certificate.
 - ii. The exhibitor is the sole and continuous owner of the entry since birth.
 - iii. The exhibitor must be the sole owner of the dam of the entry at the time the entry was conceived.
 - d. A Bred and Owned bull is defined in section X.
 - e. Each contestant may enter nine head, but only bring and exhibit up to six head at the Regional and National Classics.
2. Heifers must have been born on or after September 1, 2018, and prior to March 15, 2020. Heifers must be registered with the American Simmental Association as a Purebred Simmental (7/8 Simmental or greater), Percentage Simmental (at minimum 1/2 Simmental, but less than 7/8 Simmental), Simbrah (5/8 Simmental, 3/8 Brahman), or a Fullblood.
 - a. Hard copies of the registration papers are recommended at check-in, but online registration records through Herdbook Services can be accepted.
 - b. If a heifer falls under the heifer age guidelines and has a calf at side, she will be automatically moved to the cow/calf show and be shown in the youngest class.
3. The registration certificate must be issued in the name of an exhibitor or in the name of an ASA account, in which the exhibitor is an authorized representative.
 - a. The owner account on the animal's registration record must not be a suspended ASA account.
4. For all Regional Classics, the registration ownership date must be on or before the day of registering for any Regional Classic. See Section I.3 for dates. Ownership must continue consecutively through the duration of the show.
5. For the National Classic, the registration ownership date must be on or before the day of registering for the National Classic. See Section I.3 for dates. Ownership must continue consecutively through the duration of the show.
 - a. Note: it is important to plan ahead and complete cattle registrations/transfers early.
 - i. Registration will be delayed for any animal if DNA has not been submitted for A.I. or embryo transfer animals.
 1. Demand that any animal purchased is registered prior to completion of the sale, especially if DNA is required for an A.I. or embryo transfer animal.
 - b. It is recommended to register/transfer online through Herdbook Services (herbook.org).
 - c. Paper cattle registration and transfer applications are processed on a first-come, first-served basis.
 - d. Priority handling can be used to speed up the registration/transfer process. If you desire a priority handling, please note on your registration/transfer application and enclose an additional \$50 handling fee, noting the animals are entries for a Regional and/or National Classic.
6. Exhibitors must exhibit their own animals, unless they meet the exhibitor substitution requirements. In reference to Rule VII, item 17 (official show shirts must be worn), in the event that an exhibitor has multiple animals in the ring at once, they must have another contestant who is competing in that Regional or National Classic exhibit the additional animal(s).
 - a. Any individual animal cannot be shown by multiple exhibitors.
7. Cattle identification and checking tattoos will be inspected on all animals at designated check-in area prior to show day and are subject to ASA staff approval.
8. Only cattle being exhibited at the Regional and National Classic will be allowed on the fairgrounds. Any cattle not being exhibited at the Regional and/or National Classic will be asked to leave the fairgrounds.
9. No artificial filling (including pumping or drenching) of animals will be allowed unless under the advice of a licensed, non-owner veterinarian. The AJSA will select individual(s) to monitor the area during the process. Anyone artificially filling an animal without licensed, non-owner veterinarian approval will be removed from the show.
10. Classes will consist of no more than 20 head, with a maximum 60-day age spread. The top animals will be selected from each age class or division to compete for champion selection in each grand drive.

11. Once the cattle class has entered the ring and the first entry has begun to circle, no further entries will be allowed to enter the ring.
12. If an animal gets loose three times in the ring throughout the course of the show, they will be dismissed from that show and that animal will be ineligible to receive cattle show awards. The exhibitor must be the sole handler of the animal throughout the animal's time in the ring.
13. Cattle must be on exhibit at the fairgrounds through the completion of the last champion drive of the cattle show. Requests for early dismissal of cattle must be submitted, in writing, to the AJSA Board of Trustees before the start of the cattle show. AJSA Trustees will inform exhibitors on the outcome of the request following the decision.
14. All cattle are required to be in the barn by 8:00 a.m. and remain there until tie-out time, set by the host state association
15. Percentile ranks, color-coded by quartile, will be available for the judge in both the Bred and Owned and Owned Shows.
16. All Grand and Reserve winners from each show will be DNA tested for parental validation and conform to PTP Show Guidelines.
17. At the Regional and National Classics, contestants are required to wear the official provided show shirts during the cattle show and showmanship.
18. No farm/ranch signs or farm/ranch stall cards are permitted in the barns.
19. Exhibitor substitutions will be allowed, per approval from the AJSA Board of Trustees on the following basis:
 - a. Medical note no later than 60 minutes prior to the cattle show, or earlier if applicable. Emergency cases will be handled at the discretion of the AJSA Board of Trustees.
 - b. No exceptions will be made for non-medical reasons other than family emergencies.
 - c. In the event of an animal injury or illness at the time an event where an exhibitor is required to use their own animal for a contest, a non-owner veterinarian approval is required for the exhibitors to use an animal not their own.
 - i. Animal deemed unfit for an event/contest must be reapproved by a non-owner veterinarian in order to be later shown in the cattle show.

VIII. Steer Show

1. All general rules apply to the steer show.
2. All steers must be registered with the American Simmental Association as a half-blood or greater Simmental or Purebred Simbrah.
3. All steers are to be born on or after January 1, 2019, and prior to March 15, 2020.
4. Weights will be recorded and presented to the judge(s) for use in evaluation.
 - a. No weigh-backs will be taken.
5. There will be two divisions of steers, broken by weight:
 - a. Prospect steers: steers under 900 lbs.
 - b. Progress steers: steers over 900 lbs.

IX. Cow/Calf Show

1. The following will be cow/calf divisions:
 - a. Purebred
 - b. Percentage
 - c. Simbrah
 - d. Fullblood
 - e. At the National Classic, Bred and Owned of each of the above divisions, so long as both the cow and the calf meet the above stated Bred and Owned Rules in Section VII. 1. c.
2. All calves at the side of a cow/calf pair has the option to show in the regular show, so long as the calf was born prior to March 15, 2020. You must enter the calf separately in appropriate cattle show division.
 - a. Entering a calf in the cattle show causes the calf to be counted as "one head" per the six head rule. Entering solely the cow/calf pair, without entering the calf in the cattle show, only counts as "one head" per the six head rule.
3. All cow/calf pairs must have the cow's most recent natural calf at side, born on or after November 1, 2019.

4. To qualify for the division of entry, both the cow and the calf must meet the division requirements.
 - b. If the cow is a Purebred, Simbrah or Fullblood, but the calf is not, the pair together becomes a Percentage entry; however, should a Fullblood cow with a Purebred calf at side be entered, they would be a Purebred entry.
5. All calves must be registered with the American Simmental Association by the time of check-in at the designated show. The calf at side must be tattooed by check-in.
6. Pairs will be shown in two groups; each group will be divided into classes accordingly:
 - a. Cows born in 2018, and any female eligible for the heifer show with a calf at side.
 - b. Cows born in 2017 and older
7. Cow/calf pairs in each breed division will receive Champion and Reserve awards.

X. Bull Show

1. All general rules and PTP Show Guidelines apply to the bull show.
2. There will only be a Bred and Owned bull show.
3. Bred and Owned bulls calved after September 1, 2018 and before March 15, 2020 are eligible. There will not be a class for 2-year-old bulls.
4. Bred and Owned bulls must have been bred by the junior member/exhibitor, but may be owned jointly with an adult/farm, provided that the junior/exhibitor is the sole breeder, original owner of record, and is officially recorded as a current owner of that bull.
5. All bulls twelve (12) months of age and older must be shown with a nose lead or ring.

XI. Showmanship

1. No fit, no adhesive.
2. Each exhibitor must use their own animal, and the same animal for all phases of the Showmanship competition.
 - a. No bulls will be allowed to show in Showmanship.
3. Contestants who wish to compete in Showmanship must have that animal entered in the cattle show and be the exhibitor of the animal they are using for Showmanship, unless substitution rules are met and approved by the AJSA Board of Trustees.
4. Cow/calf pairs may not be used for Showmanship. The cow or the calf may be used individually.
5. At the Classics, exhibitors are required to wear the official Classic shirt in Showmanship.
6. Once the first animal has begun to circle, no further entries will be allowed to enter the ring. If an exhibitor misses their heat of showmanship, the exhibitor will not be allowed in another heat and will be disqualified from the contest.

XII. Judging Contest

1. A committee of judges shall select and place all classes and listen to all reasons. The contest should consist of six classes. Performance data will be used when available.
2. At Regional Classics, Juniors will give one set of reasons and answer one set of questions and Seniors will give two sets of reasons and answer one set of questions.
3. At the National Classic, Juniors will give one set of reasons and answer one set of questions, Intermediates will give one set of reasons and answer one set of questions, and Seniors will give two sets of reasons and answer one set of questions.
4. Placing and reasons classes will be worth 50 points per class, and there will be 10 questions on one class worth 5 points each.
5. Jackets, caps, or other apparel identifying an individual's team, state of residence or farm/ranch affiliation are prohibited while giving reasons.
6. No parents or advisors shall be allowed in the judging contest area to inspect the livestock prior to or during the contest.
7. While the contest is in progress, there shall be no conferring between contestants or between parents and/or advisors and contestants. Any violation of this rule will result in disqualification of the contestant.
8. Contestants will be allowed 12 minutes to place each class. There will be a two-minute time warning in each class to signal conclusion of round.
9. Cattle will be judged unaltered in pens or haltered. Close inspection will not be allowed unless directed by the official committee.

10. Contestants must remain with their assigned groups throughout the entire contest unless otherwise directed by their group leader.
11. Contestants must provide note taking material for use while judging reasons/questions classes.
12. Ties will be broken on the basis of total reasons, then questions scores. Should a tie still exist, placings will be decided by a "flip of the coin" for the award.
13. Once a contestant turns in their scantron/card to their group leader or reasons taker, they will not be allowed to have their scantron/card back. Any unmarked classes will be counted as a zero.
14. Contestants must complete the entire livestock judging contest, including giving full sets of reasons, in order for the contest to count toward their educational requirement to show in the cattle show.

XIII. Cattlemen's Quiz

1. The quiz will consist of 30 multiple choice, matching, and true/false questions.
2. Primary resources for questions on the quiz will be *the Register*, SPC educational videos, and material available at www.juniorsimmental.org
3. One hour (60 minutes) will be allowed for contestants to complete the quiz. Ten-minute warnings will be given after 30 minutes has passed.
4. Once the first quiz has been turned in, no other exhibitors regardless of age division will be allowed to begin the quiz.
5. Contestants may not bring notes, books, or reference materials into testing area. All materials will be provided, including quiz questions, answer sheet, and a number two pencil. Highlighters are permitted, but not provided.
6. Conferring with other contestants, use of notes, or any other form of cheating will be grounds for disqualification.
7. Ties will be broken according to scores on five additional, clearly marked tie-breaker questions. If a tie still remains, it will be broken by order of finish.
8. Once a contestant turns in their answer sheet, they will not be allowed to have it back.

XIV. Calvin Drake Genetic Evaluation Quiz

1. The quiz will consist of 30 multiple choice, matching, and true/false questions.
2. Primary resources for questions on the quiz will be *the Register*, *Sire Source*, and material available at www.juniorsimmental.org
3. One hour (60 minutes) will be allowed for contestants to complete the quiz. Ten-minute warnings will be given after 30 minutes has passed.
4. Once the first quiz has been turned in, no other exhibitors regardless of age division will be allowed to begin the quiz.
5. Contestants may not bring notes, books, or reference materials into testing area. All materials will be provided, including quiz questions, answer sheet, and a number two pencil. Highlighters are permitted, but not provided.
6. Conferring with other contestants, use of notes, or any other form of cheating will be grounds for disqualification.
7. Ties will be broken according to scores on five additional, clearly marked tie-breaker questions. If a tie still remains, it will be broken by order of finish.
8. Once a contestant turns in their answer sheet, they will not be allowed to have it back.

XV. Public Speaking

1. **Intermediate and Seniors** will speak on a topic selected in a random drawing. Subject areas will include topics that are pertinent to agriculture and the beef industry.
2. **Intermediate and Seniors** will report to a preparation room at their scheduled speaking time to draw three topics, selecting one of the three of which to speak. Actual preparation time will be limited to 30 minutes.
3. If an exhibitor misses their scheduled time, they will be allowed to be added to the end of the schedule and the contest will still count toward the exhibitor's educational requirement for the cattle show. A review by the AJSA Board of Trustees will determine the contest placing eligibility of the exhibitor who misses their scheduled time.
4. **Intermediate and Seniors** will receive a specifically prepared information packet on their selected topic and two 3x5 note cards. No other reference materials will be allowed.

5. Speeches will be three to seven minutes in length. Time elapsed will be posted during the speech so that contestants are aware of timing. Speakers who finish before three minutes have elapsed or who run past seven minutes will be penalized 1 point for each second over or under. Following the speech, time will be allowed for questions from the judges.
6. Public speaking judges will be randomly rotated to ensure uniform scoring.
7. Contestants will be judged on: subject knowledge (20%), organization (10%), presentation (40%), response to questions (20%) and general effectiveness (10%).
8. Judges' comments sheets will be required and available to participants following the conclusion of the awards banquet.
9. Ties will be broken first on the individual's score of overall effectiveness, then presentation, subject knowledge, response to questions, and finally organization. If a tie still remains, the winner will be selected through "flipping a coin" for the award.
10. **NEW this year-** In the JUNIOR division contestants at Regional and National Classics will give a Prepared Speech. You will be able to use two 3x5 notecards handwritten when giving your speech. All Regional and National Classic topics will be available as of March 1st. at www.juniorsimmental.org. You will have 2 topics to choose from for Regional and 3 topics for National Classic. Rules #3 and #5 - #9 still will apply.

XVI. Sales Talk

1. The Sales Talk uses a live setting complete with animal, photo (no larger than 8"x10"), or video and potential buyers. The purpose of this contest is to evaluate the effectiveness of the presentation and the contestant's ability to merchandise cattle.
2. Contestants may use:
 - a. A registration paper matching the animal or genetics being sold
 - b. One of the following:
 - i. Any live animal entry
 - ii. A photo (no larger than 8"x10") of a SimGenetics animal
 - iii. A one-minute video on a device the exhibitor must provide
 1. Only non-audio footage is allowed
 2. Only footage of the animal alone may be played
 3. No other information on the device may be presented
3. A contestant's score will be reduced by 50% if additional materials are presented to the judges other than those listed above.
4. Exhibitors must sell their own animal or genetics, or a picture or video of an animal or genetics they own. Any registration paper presented must be the exact paper for that animal. If a contestant wishes to sell embryos, they should present a planned mating printout from Herdbook. Cow/calf pairs cannot be sold as a pair; a contestant may use either the cow or the calf. The other half of the cow/calf pair cannot be anywhere near the area where the contestant is selling the animal. The contestant is required to have another Regional/National Classic exhibitor hold the animal during the selling process. The animal being sold is not allowed to be fitted.
5. No animal or genetics can be used within the same division of the contest more than once.
6. Immediately preceding the talk, contestants will be required to provide the judges with a registration certificate or planned mating printout for the animal or genetics being "sold". The judges will use the registration certificate or planned mating printout to evaluate the accuracy of pedigree and performance information provided by the contestant and to also ask questions. The certificate will be returned to the contestant at the conclusion of the talk.
7. Sales talk judges will be randomly rotated to ensure uniform scoring.
8. Contestants will be judged on the knowledge of the animal they are selling (25%), ability to relate important information about the animal (organization/style 25%), poise and delivery (25%), and their overall effectiveness in convincing the judge to purchase the animal (25%).
9. Ties will be broken first by the individual's score of overall effectiveness, then animal knowledge, overall presentation, and finally poise and delivery. If a tie still remains, the winner will be selected through "flipping a coin" for the award.
10. There will be a designated holding area for cattle and participants one round prior to their designated speaking time. Only cattle being used for the competition will be allowed in the holding area.

11. If an exhibitor misses their scheduled time, they will be allowed to be added to the end of the schedule and the contest will still count toward the exhibitor's educational requirement for the cattle show. A review by the AJSA Board of Trustees will determine the contest placing eligibility of the exhibitor who misses their scheduled time.
12. Sales talk will be a maximum of seven minutes in length. Time elapsed will be indicated throughout the contest so contestants are aware of their time remaining.
13. Judges' comment sheets will be required and available to participants following the conclusion of the awards banquet.

Additional Competitions (National Classic Only)

XVII. Photography Contest

1. Only photos taken by AJSA members are eligible.
2. Photos must be taken between August 1, 2019 and deadline, June 1, 2020.
3. Photos must 8"x10" and be mounted on 10"x13" black foam core board. Contestants must attach the completed entry form available at www.juniorsimmental.org to the back of each photo.
4. A maximum of four entries per contestant is allowed.
5. Photos will be judged and broken into the following categories:
 - a. Simmental Cattle
 - b. People
 - c. Landscape
 - d. General Agriculture
6. Winners and honorable mention photo contestants must provide the original, unaltered, digital copy of the photograph.
7. Photography entries must be postmarked by June 1, 2020 to the ASA office located at One Genetics Way, Bozeman, Montana 59718.
8. All entries will be displayed at the National Classic.
9. Contestants do not have to be present at the National Classic to win.

XVIII. State Displays

1. To increase the promotional potential of the Regional and National Classics, state association members are encouraged to use trade show booths or live cattle displays to promote their state activities.
2. The display area is to be focused on the promotion of the Simmental/Simbrah breed, not the promotion of individual farms or ranches; therefore, no private advertising for any enterprise is to be used in the display. Location of the display area is dependent on availability of barn space. **Please sign up at check-in if you have a State display, with location.**
3. Displays are to be in place at the Fairgrounds by noon of the first day of the Classic and must remain in place until 6:00 PM the day prior to the awards ceremony. State association banners may also be used for decorating.
4. At the awards banquet, recognition will be given to the state with the best combination of a promotional booth and cattle display. (i.e. neatness, attractiveness, beddings, signs, appearance, cleanliness of aisle, exhibitor's behavior, etc.)

XIX. Interview Competition

The Interview Competition gives participants the opportunity to prepare an effective resume and cover letter and enhance their interview skills in a mock in person interview

1. Contestants must be at least 17 years old on January 1, 2020.
2. AJSA will provide three job descriptions for the applicants to select from. Applicants may also submit a job/internship posting of their choice. All applicants will select one job/internship and center their resume and cover letter around said job. Resumes and cover letters (and position description if applicant chooses their own) will be due **June 30, 2020** via email to ajsa@simmgene.com
3. **Interview times will be assigned and conducted during the National Classic.**
4. Judging will be based on Interview (50%), Resume (25%), and Cover Letter (25%).
5. Only the judges, contestant, and ASA staff members will be allowed in during the interview.
6. Score sheets and judges' comments will be required and returned to contestants in their packet following the awards ceremony at the National Classic.
7. This competition will not count for any points in the overall competition.
8. Top placing individuals will be awarded at the National Classic.

XIX. Herdsman of the Year Award

1. The junior Herdsman of the Year award is an honor bestowed upon one AJSA member at the National Classic each summer. This award is intended for an individual who gently commands a respect of both juniors and adults in the Simmental industry and upholds the honor and dignity of a future cattleman. The nominee's pride in their cattle both in the show ring and at home should be evident to fellow members across the Simmental industry. A positive attitude, willingness to help out wherever needed, and diligent work ethic are of the utmost necessity in candidates for this prestigious honor.
2. Both AJSA and ASA members are encouraged to nominate junior members they deem suitable and deserving of this prestigious honor. Nominees must be active AJSA members, at least 16 years of age, in attendance at the National Classic.
3. The following individuals will be on the committee to select the AJSA Herdsman of the Year:
 - a. Two ASA senior board members
 - b. All ASA staff in attendance
 - c. All individuals on the selection committee must have no family ties with those nominated for the award
4. **Nomination forms will be available on AJSA Facebook prior to National Classic and also provided at the National Classic and must be submitted to the Youth Programs Manager 24 hours after check-in.**
5. The Herdsman of the Year will be awarded at the National Classic awards banquet.

Conduct and Liability

XX. Conduct, Hearing Committee and Discipline

1. Disciplinary Action
 - a. Conduct:
 - i. All junior members of the ASA in attendance at Regional and National Classics are expected to conduct themselves in a manner becoming a junior member of ASA and abide by the on-site directives of the host state.
 - ii. Violations of the above standard include but are not limited to: misrepresentation of animals, vandalism, theft, fighting, unsportsmanlike conduct, failure to comply with the directives of officials, being in possession of or under the influence of intoxicating beverages or other prohibited substances on or about the grounds, or willful violation of rules.
 - iii. Persons with unnecessary, unruly, or overly aggressive behavior will be banned from AJSA events for one year.
 - iv. Witnessing of any violation or misconduct must be submitted in writing, with proof, to the ASA Executive Vice President for review and any action to be taken. If as a result of the Executive Vice President's investigation, with written concurrence of any two members of the ASA Executive Committee, he shall file with the ASA Executive Committee charges in writing against the member based upon the information and investigation, following ASA's Rule and Bylaws Section 2.F: Charges Against Members.
 - b. Hearing:
 - i. If an investigation deems a hearing is necessary, the process will follow ASA's Rules and Bylaws Section 2.G: Hearings.
2. Liability Provision
 - a. All contestants must supply the ASA Staff with a signed release statement from parents or legal guardian before being allowed to participate. This release statement will be provided on the website to download, complete, and mail to ajsa@simmgene.com prior to participation in any Regional or National Classic.

Motion carried.

Directive #1: For Staff to add a section to the judge's application for the applicants to list shows they have previously judged.

Point of Discussion: This will give us a better idea of there they have judged in the past.
Moved and seconded in committee.

Motion carried.

Adjourn. Move Fred Schuetze second Steve Eichacker to adjourn. Motion carried.