

Board of Trustees' Meeting
American Simmental Association
April 20 – 22, 2018
Bozeman, Montana

Chairman called the meeting to order 8:05 am.

Roll Call: Tim Smith, Clay Lassle, Mike Forman, Tim Curran, Tom Nelson, Brian DeFreese, Cliff Orley, Gordon Hodges, Jim Ligon, Randy Moody, Erika Kenner, John Irvine, Steve Eichacker, Tom Hook, Gary Updyke, Fred Schuetze, John Griswold

Staff: Wade Shafer, Chip Kemp, Rachel Endecott, Jackie Atkins, Steve McGuire, Sheldon Ross, Bill Zimmerman, Leoma Wells, Luke Bowman, Linda Kesler

Legal Counsel: Gene Summerlin

Guest: Fred Smith

Agenda: Move Fred Schuetze, second John Irvine to approve the agenda as presented. Motion carried.

Minutes: Move Fred Schuetze second Gary Updyke to approve the minutes January 11 – 12, 2018, February 12, 2018 and March 1, 2018 as presented. Motion carried.

Chairman's Report ~ Tim Smith

Items Discussed:

- Four Philosophical Foundations of Policy Governance
 - Accountability
 - Servant-leadership
 - Clarity of group values
 - Empowerment
- ASA Board is a policy board, Board sets policies, EVP makes sure that it gets the job done; directives and resolutions (policies) go to EVP to carry out.
- Annual Meeting - online meeting. Physical present is not necessary; however, member must be able to speak and hear.
- Committee Assignments – how it is designed. Currently all regions are represented on each committee.
- Contract with Mr. Rickert – Second Amendment to the agreement.

Executive Committee

Item Discussed:

- A second amendment to the purchase agreement which will allow Mr. Rickert to lease or sublease the Simmental Way property subject to ASA approval for the use of the lease or sublease.

Moved and seconded in committee.

- Strategic Planning. Revisit from Planning Session with Barbara Collins.

Goals – to keep in the forefront of the Board and Staff.

Expectations:

- a. 3 – 5 big things – where we are headed; focus, clarity, transparency.
- b. Action plan for growth.
- c. Board, staff and members need buy-in to the plan; include all these things in a long-term plan.
- d. Board and staff working together more productively.
- e. Come back to 3 – 5 big things when we start to get off-track; carry it forward; keep it alive.
- f. Understand and set SMART goals for ASA and strategy plan.
- g. Larger role, bigger market share in the beef industry.

- h. Reiterate commitments to science and the commercial side.
- i. Keep pushing, stay relevant in the beef industry.
- j. Connect with the industry – build more tools.
- k. Leave with a game plan – educate members on how our success in the commercial beef industry will make ASA successful.
- l. Unity in the Association and the industry – diversity respected.
- m. Find common ground, make all members more successful.
- n. Continue outside the box, but stay grounded with all members and customers – bigger tent.
- o. Recognize who our customers are – services for all breeders.
- p. Better and more timely communication and promotion of ASA programs; increase their use.
- q. More resources allocated to promoting Simmental.
- r. Robust marketing plan.
- s. Technology – stay on top in the industry.
- t. Pay attention to the past – learn from what has and hasn't worked.
- u. Ask: How my skill-set can help ASA.

Ground Rules:

- a. Speak up – brutal honesty with respect.
- b. Say it NOW (not outside the meeting).
- c. Be courteous with time – allow everyone to speak.
- d. Don't put words in other people's mouths.
- e. Stay focused on the topic; reach conclusions before moving on.
- f. Think long-term; don't try to solve it today.
- g. Sincerely listening.
- h. Enter topic open-minded.

Critical Issues:

- a. More staff for member services.
- b. Release of genetic information via BOLT.
- c. Make sure technology keeps up; efficiency (data services and DNA).
- d. Continue to work on social media – possibility of outsourcing?
- e. P&L and balance sheet on a monthly basis.
- f. Establish a procedure for identifying and sharing talking points for all in challenging/emergency situations (board and staff).
- g. Staff/board relations – improve, more teamwork.
- h. Data protection.
- i. Protect ourselves from competitors, develop a moat for selection tools.

Future Scans / Questions / Tasks

- a. Items have been sent committees – to be placed on the agendas.

Core Policies / Mission and Vision Statements – Policy & Procedures are reviewing.

- a. Commitment to science and development of the most effective selection tools. Advance ASA in the industry.
- b. Development, registration, and promotion of SimGenetics.
- c. Promotion and marketing to enhance our members' market share. Ensure that SimGenetics continues to appeal to the commercial industry.
- d. Commitment to partnerships with industry leaders and universities to advance research and science. Advancing selection tools, DNA-enhanced EPDs, and monitoring genetic defects.
- e. Offer the most advanced genetic evaluation services with the largest genetic evaluation services with the largest database regardless of breed.
- f. Financial stability; sound business practices. ASA will maintain sufficient financial reserves to assure leadership in the beef industry, funds for continued research and development, and a thriving breed association.

- g. Offer services relating to all beef production segments. Be leaders. Step outside the traditional services and offer opportunities for our members to grow in the industry.
- h. Support junior programs. Guide the junior membership and their programs to learn life skills, science and use of technology, and financial responsibilities. Involve the Foundation.
- i. Membership and growth.
- j. Education for members' advancement and profit.

Key Success Measurements

- a. Finance
 - Membership
 - Registrations
 - Total herd enrollment
 - DNA
 - Resources
 - Total income meets or exceeds budget targets for staffing and services.
- b. Statistics and Measurements – How are they used?
 - Registrations
 - THE
 - Transfers
 - Genetic Trends
- c. Collaboration
 - Increased number of partners/customers for IGS
 - Number of animals in pedigree
 - Number of animals with usable performance data
- d. Market Share
 - Semen sales
 - Bull transfers
- e. Increased business
- f. Social Media Data
 - Page views, cliques, responses
 - Better access to data – eMail digest?

Note: May need to go back and set measurements on key components.

EVP Report. Wade Shafer

Items Discussed:

- Uniquely Positioned.
- Data is a life-blood; data is our existence.
- There will be an organization which crops up which will dominate our industry.
- Looking at ASA – we doubled our business. The largest three categories. THE, Registrations, and DNA Services.
- No one has more data than ASA. ASA is IGS, IGS is ASA.
- Working together = our data flow becomes more impressive. We can claim we are the world's largest database.
- We cannot make that statement when it comes to genotypes. Angus has at least 3 times what we have. CHR becomes more important to collect genotypes.
- Collect genotypes is becoming more critical. Data is useless if you don't use it.
- Another strong use of data – FPC / Feeder Profit Calculator.
- Key to Success
 - Mission/vision statement – focus on the commercial industry and rely on the science.
 - Commercial producers (utilizing commercial data – technology has prohibited commercial producers to be involved – when technology flips, this will open up).
 - Untethered seedstock breeders ... no loyalty or association with any breed association.
 - Big tent philosophy. Best value, being the best in the business – best value, best genetics, best pricing, best service. Economies of scale.

Stats and Measurements. – Steve McGuire

Items Discussed:

- Registrations by Breed Percent
- Phenotypes Collected
- Bull Transfers
- THE by Year
- Data from THE herds – AI Usage
- Member Submitted Data/Registrations
- Genetic Trends
- IGS Data
- Semen Sales (NAAB)

Staff Reports

- Advertising, Promotion, and Social Media – Presentation by Chip Kemp, Kathy Shafer and Rachel Endecott.
- PTP shows – Update by Luke Bowman.
- CHR – Update by Leoma Wells.
- Data/ Computer / Server Protections. Gene Summerlin and Sheldon Ross.

Recess until August 21, 8:00 am.

Reconvened, August 21, 8:05 am.

Roll Call: Tim Smith, Clay Lassle, Mike Forman, Tim Curran, Tom Nelson, Brian DeFreese, Cliff Orley, Gordon Hodges, Jim Ligon, Randy Moody, Erika Kenner, John Irvine, Steve Eichacker, Tom Hook, Gary Updyke, Fred Schuetze, John Griswold

Staff: Wade Shafer, Chip Kemp, Jackie Atkins, Steve McGuire, Bill Zimmerman, Luke Bowman, Linda Kesler

Legal Counsel: Gene Summerlin ; Guest: Fred Smith

Financial Report. Financial Review presented by Treasurer, Fred Schuetze.

Committee Reports and Presentation of Resolutions and Directives.

Executive Committee.

Resolution #1. Recommends a second amendment to the purchase agreement which will allow Mr. Rickert to lease or sublease the Simmental Way property subject to ASA approval for the use of the lease or sublease. Moved and seconded in committee.

Activities & Events Committee.

Resolution #1. To accept the restructure of the financial responsibilities for the National Classics where the ASA will assume all financial liabilities with the exception of awards, hospitality, and any appreciation awards, and that the division of ASA and host state responsibility is updated. While ASA will mitigate the risk, ASA is willing to incur the extra costs to keep entry fees relatively stable. This will begin with the 2019 National Classic event.

Points of Discussion:

1. A&E Committee and Staff will review the host state applications; the facilities recommended (by the host states) will be evaluated – the facility must be cost effective.
2. Staff will have oversight to negotiate with the host states to manage the financial responsibilities.
3. Financial Restructure

RESTRUCTURE OF THE FINANCIAL RESPONSIBILITY FOR THE AJSA NATIONAL CLASSIC		
ITEM	RESPONSIBILITY	DISCUSSION POINTS
		ASA KEEPS ALL EXHIBITOR FEES, CATTLE ENTRY FEES, EXTRA STALL FEES, \$10,000 STAYS WITH ASA CURRENTLY IN OUR EXPENSE BUDGET, ASA RECEIVES FOUNDATION \$10,000 CONTRIBUTION, ASA KEEPS ALL CORPORATE FUNDS WHICH ARE CURRENTLY \$10,000. HOST STATE AND ASA COLLABORATE ON SETTING CATTLE ENTRY FEES TO MAKE SURE FACILITIES ETC ARE COVERED. FACILITY APPROVAL GOES THROUGH A&E WITH AN EARLY SUGGESTED PREAPPROVED LIST FOR THE COMMITTEE (TO OPERATE SIMILAR TO THE PTP APPROVED JUDGES LIST)
FACILITY COST	ASA	
ADDTL FACILITY	ASA	UTILITIES ETC.
BANQUET	ASA	ALL TICKET SALES REMAIN WITH ASA
DECORATIONS	ASA	SHOW RING, BANQUET, PICTURE AREA ETC - ALLOCATE \$10,000 AND ALL EXPENSES MUST HAVE PRIOR APPROVAL BY ASA, BUT NEGOTIATED BY HOST STATE
T-SHIRTS, exhibitor badges and back numbers	ASA	
JUDGES	ASA	2 SHOWS AND ALL SHOWMANSHIP JUDGES
TRAVEL/MEALS/LODGING	ASA	STAFF AND JUDGES
PHOTOGRAPHER	ASA	
PRINTING/POSTAGE	ASA	
Host State Support	Foundation	Foundation- Donor Designated Funds
AWARDS	HOST STATE	Must receive approval from ASA before purchasing awards.
HOSPITALITY	HOST STATE	
APPRECIATION AWARDS	HOST STATE	

Moved and seconded in committee.

Resolution #2. To accept the update and changes of the AJSA Constitution as presented by the AJSA Board.

Points of Discussion:

1. Combined Article I, Section 2 b & c. Now reads: “To improve and develop the capabilities of youth, both individually and through group participation, in breeding, raising, exhibiting, and promoting Simmental cattle.”
2. Article II. Section 2 Voting. Point b. renamed “Trustee Election” (instead of Voting Process).
3. Article II. Section 4. Current items a - d deleted. Now reads:

“Approval of state junior associations. Only one organization per state will be recognized by ASA. A state junior association will be recognized and considered in good standing with ASA when the following conditions are met.

 - a. No provision of the state association constitution is in conflict with the AJSA or ASA constitution, by laws, or general rules and regulations.
 - b. Membership is open to all youth twenty-one (21) years of age and under interested in Simmental cattle.”
4. Article V. Section 3. Changed to reflect current practice to read “Each Trustee of the AJSA shall serve as a member of at least two (2) Standing Committees.

Moved and seconded in committee.

Resolution #3. To provide funds for Trustee registration and travel to the 50th BIF meeting, June 20-23, 2018.

Points of Discussion:

1. ASA Trustees and Staff will host an educational seminar in conjunction with BIG.

Moved and seconded in committee.

Resolution #4. Change the name of the genetic evaluation quiz to the Calvin Drake Genetic Evaluation Quiz upon receipt of request from the junior board. Moved and seconded in committee.

Activities & Events (cont)

Resolution #5. Approve North Dakota as the 2019 AJSA North Central Regional Classic.

Points of Discussion:

1. June 10-15, 2019, Red River Valley Fairgrounds, West Fargo, ND

Moved and seconded in committee.

Resolution #6. Recommend that ASA turn the 50th anniversary book printing and marketing over to Foundation. Moved and seconded in committee.

Points of Discussion:

1. Few hard copies that are numbered to auction.
2. One oversized coffee table book for ASA office display

Resolution #7. ASA to contribute up to \$30,000 to the host state to be used for awards at the National Classic, contingent upon approval of Resolution #1 being passed by the ASA Board of Trustees. Moved and seconded in committee.

Resolution #8. Approve Simmental Breeders Sweepstakes as the host organization for the 2019 AJSA National Classic. Moved and seconded in committee.

Resolution #9. ASA Board of Trustees will hold their January 2019 board meeting in Denver, Colorado

Points of Discussion.

1. An added day at the beginning to hold committee meetings in addition to the Board Meeting.

Moved and seconded in committee.

Resolution #10. Approve CO Simmental Association slate of judges for the 2019 National Western Stock Show with the exception of Cody Sankey, who has judged a major show in the past two years.

Pen shows

- 1) Jack Ward
- 2) Donnell Brown
- 3) Shane Bedwell

Open class hill shows

- 1) Cody Sankey
- 2) Donnell Brown
- 3) Greg McCurry

Junior show (which also is PTP with full data at NWSS)

- 1) Barry Wesner
- 2) Joel Judge
- 3) Brandon Callis

Move and seconded in committee.

Resolution #11. Approve the addition of Matt Copeland to the PTP Judges list pending receipt of letters of recommendation. Moved and seconded in committee.

Move John Irvine second Erika Kenner to strike pending receipt of letters of recommendation. Motion carried.

Approve the addition of Matt Copeland to the PTP Judges list. Motion carried.

Activities & Events (cont)

Directive #1. Staff to take the suggestion to name the Genetic Evaluation Quiz after Calvin Drake to the AJSA Board. Moved and seconded in committee.

Directive #2. The topic of rules concerning the Bred and Owned status of cattle at the junior level be referred to the AJSA board for their consideration and examination, in particular to study donor leases and the intent of the rule as written. Moved and seconded in committee.

Directive #3 – Staff, John Griswold, and Cliff Orley will create a proposal for Herdsman of the Year. Moved and seconded in committee.

Breed Improvement.

Resolution #1. Invoice DNA testing at the time of request but payment will be due at a later date (based on staff research for reasonable number of days for DNA results). Will not affect process of additional jobs initially until some length of time determined reasonable by staff.

Points of Discussion:

1. More efficient and accurate to bill at the time of DNA test request.
2. Do not want to inhibit members from continuing to process jobs because of this shift in the time of billing.
3. Staff to determine the timeline that makes most sense based on turn-around time from sending out kits to DNA results.

Moved and seconded in committee.

Resolution #2. To increase the \$5.00 rebate available to members in CHR up to first 50,000 samples (instead of 30,000) if members submit mature cow weights, body condition score and/or hip height on 90% of the herd. Moved and seconded in committee.

Directive #1. To accept the new genetics condition panel pricing as proposed below.

The Genetic Conditions panel (AM, NH, CA, DD, OS, PHA, and TH) would only be available with GGPLD or GGPHD testing. Cost = \$25 (Currently it costs \$17 without CA and \$28 with CA). If no genomics test, then single condition testing would be \$25/condition. If someone requests the genetic conditions after they have already tested with GGPLD or GGPHD, then treated as single condition testing at \$25/test.

Points of Discussion:

1. Last year, GeneSeek proposed a genetic conditions panel that would include the main genetic conditions as one package and one price point. This panel initially was to include AM, NH, CA, DD, OS, PHA, and TH. However, from a lab process and billing process, this was not an easy way to implement as initially proposed and one condition (CA) wasn't able to be included at all. The ASA and GeneSeek have renegotiated this panel to include CA.

Moved and seconded in committee.

Directive #2. To proceed with the proposal presented below to fund the research assistant for one-year totaling \$19,900. The main focus on this research is to develop the best statistical/genomic model to implement for feed intake EPDs for ASA’s members/partners.

Fund a Research Assistant at ISU to Work on ASA’s Feed Intake Research Project. Summary:

It usually costs \$50-\$55K/year plus additional %25-%35 fringe fee to hire a postdoc at most US universities. But with my current role at Iowa State University (ISU) and the connections that I have with some foreign scientists, we can invite a foreign researcher to come to US and work for us for less than 20K/year with no additional fringe fee! That will help us to start working on ASA’s Feed Intake Research Project that have been on hold for a long time! Collaboration with Dr. Jack Dekkers, a distinguished professor at ISU who has many years research experiences in developing feed intake and feed efficiency EPDs for many livestock species, will enhance the quality of this work.

Fund requested: Total: \$19,900 for 1 year (starting September 1st, 2018). That includes:

Item	Cost (USD)	Note
Salary	\$18,000	The minimum salary set by ISU for a single visiting scholar in 2018.
Travel	\$1,200	Travel to/from US.
Publication	\$700	Attending a meeting/conference to present the research findings.
Total	\$19,900	

Expected outcomes/benefits: Understanding the best statistical/genomic model to implement for developing feed intake EPDs for ASA’s members/partners.

Points of Discussion:

1. This is an EPD that the BIC has had interest in researching further for a few years but emphasis has been placed on the Multi-breed Genetic Evaluation.
2. To hire a post doc would cost ~ \$50 to 55K per year.
3. Responsibilities should be made clear to the new hire.
4. Working with Iowa State, will be able to not only work with Dr. Mahdi Saatchi, but also other researchers at ISU like Dr. Jack Dekkers.
5. Start position on September 1st, 2018 – allows time to gather data collected to date.

Moved and seconded in committee.

Growth & Development.

Directive #1: Staff to break out advertising and promotion cost share and regional dollars and circulation to evaluate the cost share and regional dollars needs by specific regions. Moved and seconded in committee.

Directive #2: Staff to generate a statement regarding the “Fake Meat” protein alternatives. Moved and seconded in committee.

Resolution #1: Adopt parameters to determine ASA personnel attendance for education and program awareness.

- 1) Audience Qualifier – Must meet each of the following:
 - Minimum of 25 individuals in attendance
 - Must be highlighting ASA program(s)
 - Goal of event must align with ASA goals and programs
 - ASA personnel must be the focus of at least 30 minutes or 50% of event
 - Pending personnel availability
 - Investigate if additional charges are necessary for out-of-the-way locations
- 2) \$3,500 in business with ASA per membership
 - Must include some form of education or program awareness
 - Pending personnel availability

- 3) \$2,000 in advertising with ASA Publications
- Must be a singular membership OR a collaborative sale
 - Must include some form of education or program awareness
 - Pending personnel availability

- 4) \$500 “Buy a Day”
- Must include some form of education or program awareness
 - Pending personnel availability

- 5) State Association Qualifier
- Two free days per year
 - Pending personnel availability

- 6) ASA Personnel Inspired Event

Moved and seconded in committee.

Resolution #2. Add IGS to the name of the genetic evaluation. Resulting in a name of “IGS Multi-Breed Genetic Evaluation Powered by BOLT”. Moved and seconded by committee.

Resolution #3. Approve the edited mission statement and core policies as proposed by Policies & Procedures. Moved and seconded in committee.

Policy & Procedures

Items Discussed.

- ASA Policy Manual – continue collection of policies – working on it as time allows.
- Designation in the Angus database as homozygous black ... no action taken ...
- AngusG DNA test as qualifying an Angus donor or AI sire – their new test. (done away with comparative ASA HD) test. No action taken and accepting the AngusG DNA test as an HD test.
- Breed Classification vs. breed composition – no action taken.
- Handling parentage exclusion on older animals – no action taken.
- Billing for sale managers – no action taken.

Resolution #1. Make the annual meeting accessible online in compliance with the Montana Non-profit Corporation Act.

Points of Discussion:

1. There is a possibility the Annual Meeting may move to Bozeman in 2019.
2. Attendance of membership at Annual Meeting each year is poor unless a controversial issue.
3. This will allow more members to be a part of the Annual Meeting without having to travel.
4. The online system needs to be interactive in order to allow members to vote and comment.

Moved and seconded in committee.

Resolution #2. Accept the updated Mission/Vision statement the Policy & Procedures Committee has revised:

The success of the American Simmental Association is dependent on our members’ cattle making a significant genetic contribution to the beef industry. The highest priority is to maintain services and products by utilizing the most advanced science bringing value to ASA members’ customers.

Points of Discussion:

1. The Board combined the Mission and Vision Statement at the Strategic Planning Meeting and it was sent to P&P to see if it could be shortened up to be easier to read and still say the same message.

2. The original version was: The success of the American Simmental Association is dependent on the success of our members; in turn, our members' success is dependent on their cattle making a significant genetic contribution to the beef industry. The highest priority is to maintain and nurture services and products by utilizing the most advanced science with collaborative efforts, which bring value to ASA members' customer.

Moved and seconded in committee.

Recess for a few minutes for P&P Committee to meet / Reconvened.

Amendment presented to Resolution #2 by P&P Committee. Moved and seconded in committee.

Resolution #2: The success of the American Simmental Association is dependent on our members' cattle making a significant genetic contribution to the beef industry. By utilizing the most advanced science, the highest priority is to maintain services and products, which bring value to ASA members' customers.

Resolution #3: Accept the Core Policies as revised and approved by the Growth & Development Committee.

CORE POLICIES

SCIENCE	Commitment to science and development of the most effective selection tools. Advance ASA in the industry.
MEMBERSHIP	Development, registration and promotion of SimGenetics.
YOUTH	Support junior programs. Guide the junior membership and their programs to learn life skills, science and use of technology, and financial responsibilities. Involve the Foundation.
COLLABORATION	Commitment to partnerships with industry leaders and universities to advance research and science. Advancing selection tools, DNA-enhanced EPDs, and monitoring genetic defects.
PROMOTION	Promotion and marketing to enhance our members' market share. Ensure that SimGenetics continues to appeal to the commercial industry.
DATA GROWTH	Offer the most advanced genetic evaluation services with the largest genetic evaluation services with the largest database regardless of breed.
FINANCIAL STABILITY	ASA will maintain sufficient financial reserves to assure leadership in the beef industry, funds for continued research and development, and a thriving breed association.
SERVICES	Offer programs relating to all beef production segments. Be leaders. Step outside traditional practices and offer opportunities for our members to grow in the industry.
EDUCATION	For advancement and profit of our members and their customers.

Resolution #4: Move electronic voting to Herdbook Services starting with the 2019 Annual Meeting.

Points of Discussion:

1. The current online voting service has not been well-liked and easy to use by the membership.
2. The membership is familiar and comfortable with the Herdbook Services system. May make it easier for them and promote more usage.
3. The log-in from ASA staff would be logged so it can be monitored.
4. Tabulation would still be done by the Chairman of the Teller's ahead of the meeting. The ASA staff would tabulate during the Annual Meeting.
5. Would allow voting all the way up to the Annual Meeting and during the meeting.
6. 2018 Trustee Election would not be run through this system.

Moved and seconded in committee.

Policy & Procedures (cont)

Directive #1. Direct staff to publish the state participation of election and provide to trustees.

Points of Discussion:

1. With the low number of votes traditionally cast in each election, if the states know how many could have voted, and how many did in each election, they may be able to rally their membership more for future elections.

Moved and seconded in committee.

Resolution #5: Increase the animal name characteristics to 30, effective upon passage by the membership.

Points of Discussion:

1. This requires a Rule Change – which can be effective as passed & ratified by the membership, but the committee would like to wait to implement the change until the members ratify.
2. A few members have requested this from staff.
3. Other associations allow 30 characters, so when bringing those animals in to the system, sometimes, they do not fit our parameters.

Moved and seconded in committee.

Resolution #6. Lower the cost of adding photos on Herdbook to \$1.00

Points of Discussion.

1. Currently it costs \$10.00 to upload a photo to the pedigree page of an animal on Herdbook.
2. Been that way for many years and not much participation.
3. Photos used to take up a lot of space. Now, not much of an issue.

Moved and seconded in committee.

Simbrah Committee. No report.

Executive Session.

Recess until April 22 9:00 am.

ASA Publication Report presented by Fred Schuetze.

American Simmental Simbrah Foundation Report presented by Fred Schuetze

Voting ~ Resolutions and Directives.

Activities & Events

Resolution #1. Accept the Restructure for the National Classic. Motion carried.

Resolution #2. Accept the updates and changes to the AJSA Constitution. Motion carried.

Resolution #3 To provide funds for Trustee registration & travel to the 50th BIF meeting. Motion carried.

Resolution #4. Change the name of the genetic eval quiz. Motion carried.

Resolution #5. Approve ND as the host state for the 2019 AJSA NC Regional Classic. Motion carried.

Resolution #6. Turn over the 50th anniversary book printing and marketing over to the Foundation. Motion carried.

Resolution #7. ASA to contribute up to \$30,000 to the host state to be used for awards at the National Classic.

Motion carried.

Resolution #8. Approve Simmental Breeder Sweepstakes as host organization for the 2019 National Classic. Motion carried.

Resolution #9. ASA Board of Trustees to hold their January 2019 board meeting in Denver CO. Motion carried.

Resolution #10. Approve CO Simmental Association's slate of judges for 2019 National Western Stock Show. Motion carried.

Resolution #11. Approve addition of Matt Copeland to the PTP Judges list. Motion carried.

Directive #1 Staff to take the suggestion to the junior board to name the genetic evaluation quiz after Calvin Drake. Motion carried.

Directive #2. Rules concerning bred & owned status of cattle be referred to the AJSA board. Motion carried.

Directive #3. Staff, John Griswold, and Cliff Orley will create a proposal for Herdsman of the Year. Motion carried.

Breed Improvement.

Resolution #1. Invoice DNA testing at the time of request. Motion carried

Resolution #2. To increase the \$5.00 rebate available to members in CHR up to 50,000 samples. Motion carried

Directive #1. Genetic Conditions panel. Motion carried.

Directive #2. Proposal presented for Research Assistant. Motion carried.

Growth & Development.

Directive #1. Staff to break out advertising and promotion cost share and regional dollars and circulation to evaluate. Motion carried.

Directive #2. Generate statement regarding "Fake Meat" protein alternatives. Motion carried.

Resolution #1. Adopt parameters education and program awareness. Motion carried.

Resolution #2. Add IGS to the name of the name of the genetic evaluation. Vote by count. Yes: 10 / No: 6. Motion passes by vote.

Resolution #3. Approve core policies as presented. Motion carried.

Policy & Procedures

Resolution #1. Annual Meeting accessible online. Motion carried.

Resolution #2. Accept amended version Mission statement. Motion carried.

Resolution #3. Accept Core Policies. Motion carried.

Resolution #4. Electronic Voting. Motion carried.

Resolution #5. Animal name expand to 30 characters. Motion carried.

Resolution #6. Lower the cost of adding photos in Herdbook to \$1.00 Motion carried.

Directive #1. Staff to publish the state participation of election and provide to Trustees. Motion carried.

Executive Committee.

Resolution #1. Second amendment to the purchase agreement for lease or sublease (Simmental property). Motion carried.

FY2019 Budget ... not finalized. Finance will meet on June 18.

Moved Fred Schuetze second Clay Lassel to adjourn. Motion carried.