

**American Simmental Association
Board of Trustees' Meeting
Bozeman MT
August 27 – 29, 2018**

Chairman Tim Smith called the meeting to order at 8:07 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, Steve McGuire, Jackie Atkins, Chip Kemp, Luke Bowman, Lane Giess, Mahdi Saatchi, Lauren Hyde, Leoma Wells, Bert Moore, Bill Zimmerman, Jannine Story, Linda Kesler.

Guests: Fall Focus attendees

Chairman's Welcome. Tim Smith

- Mission Statement
- Core Policies
- Committee Structure

Approval of the Agenda. One change to the agenda: End of Tuesday, August 28, the ASA Board will go into Executive Session. Moved Fred Schuetze second Tom Hook to approve the agenda as presented. Motion carried.

Approval of the Minutes. Moved Mike Forman second Fred Schuetze to approve the April 20 – 22, 2018 minutes as presented. Motion carried. Moved Brian DeFreese second Fred Schuetze to approve the June 26, 2018 minutes as presented. Motion carried.

2019 Fall Focus Vice-Chairman, Gordon Hodges.

- Number of Applicants has grown to host this event.
- Manhattan, Kansas to host the 2019 Fall Focus.
- Date to be finalized – around weekend of August 24 – 25, 2019

Introduction, 2019 ASA Trustee Applicants. Vice-Chairman, Gordon Hodges

Each Trustee Applicant Introduced themselves and spoke to the ASA Board and audience.

- Shawn Hester, Western via teleconference
- Tim Curran, Western
- Clay Lassle, Western
- Chuck Miller (South Central)
- John Irvine (North Central)

Stats and Measurements – How Are We Doing? COO, Steve McGuire

- Registration by Percent Simmental
- Phenotypes Reported
- THE by Year / THE Data
- Bull Transfers
- AI Usage / Semen Sales
- Member Submitted Data/Registrations
- Genetic Trends
- IGS Database

Staff Report: ASA Advertising and Promotion – Chip Kemp

- Overview of ASA's advertising and promotional campaign – hard copy, radio, and electronic ventures.

Recessed until Tuesday morning. Committees meet.

ASA Board Meeting
August 28, 2018
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ASA Board Meeting Reconvenes, 8:00 a.m.

Roll Call: Tim Smith, Clay Lasse, 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, Steve McGuire, Jackie Atkins, Chip Kemp, Luke Bowman, Lane Giess, Mahdi Saatchi, Lauren Hyde, Leoma Wells, Bert Moore, Bill Zimmerman, Jannine Story, Linda Kesler.

Guests: Fall Focus attendees

Nomination and Election Committee Report – Vice-Chair, Gordon Hodges

Items discussed:

- Requirements for a member to run for an open seat
- Two-step process to elect a Trustee
- Nominations / Announce the Board Selections and accept Write-ins /First Step
- Election / Official ballot to elect Trustees
- Timeline for nomination and election ballots

Financial Report – Treasurer, Fred Schuetze

American Simmental~Simbrah Foundation – Fred Schuetze

Items discussed:

- Working Board for youth, education and R&D fundraising
- Working on changes which will make better and more productive
- Saddle & Sirloin Fundraising
- Foundation Gala in Denver

Staff Reports

Cow Herd Roundup - CHR – Leoma Wells

- Goals of the Project
 - Collect samples on 50,000 females
 - Whole herd genotyping
 - Improve predictions on maternal traits and phenotypic data collection
- Participation Requirements
- Cost of Investment
- Genomic data incorporated into EPDs
- Commercial Producers – process they go through
- Benefits to ASA

Importance of Expanding and Collecting Additional Traits – Lauren Hyde

- Create a brain-trust; start evaluating the needs and traits needed for the future
- BIF guidelines – Lauren is lead in the updating and additions to the BIF guidelines in a WIKI format. This will carry over to assist ASA on genetics guidelines.
- Heifer Pregnancy Trait
- Feed Intake Data Trait
- BOLT UPDATE: Canadian Shorthorn & Canadian Angus started their beta testing; Red Angus have not gone live yet.
- May have 2 additional breeds interested.

Staff Reports (cont)

Quality Controls for Genetic Evaluation – Mahdi Saatchi.

Items discussed:

- Quality Control on genotypes is important for BOLT
- Quality Control on raw genotype call rates
- Extreme homozygote/heterozygote genotypes
- Parent-progeny miss-match

Commercial Data Programs Luke Bowman and Jannine Story

Items discussed:

- Carcass Merit Program
- “Make your own carcass merit program”
 - Specialize tests with use of own bulls
 - Take advantage of Option D
- THE – Commercial Options
- Key Points
 - Report/Identify Sire Information
 - Report individual animal data
 - Determine option which best fits your program
- Growth of the Program (2017 vs 2018)
 - Option A – 8%
 - Option C – 1%
 - Option D – 16%
 - Decline in Option B: -12%

International / Global Reach – Update by Luke Bowman

State Association Interaction – Update by Bert Moore

ASA’s Phone Systems – Update by Wade Shafer

Recess for Policy & Procedure Committee Meeting.

ASA Board Meeting reconvenes at 1:30 pm.

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, Steve McGuire, Jackie Atkins, Chip Kemp, Luke Bowman, Lane Giess, Mahdi Saatchi, Lauren Hyde, Leoma Wells, Bert Moore, Bill Zimmerman, Jannine Story, Linda Kesler.

Guests: Fall Focus attendees

Committee Reports and Presentations

Activities & Events – Chairman, Steve Eichacker

Directive #1: Direct staff to maintain the national and regional classic host state application forms on the website in the appropriate places. Moved and seconded in committee.

Directive #2: Send 2019 Regional and National Classic rules back to AJSA Board for reconsideration of suggested changes. Moved and seconded in committee.

Resolution #1: To add Jake Scott to the PTP Judges' list. Moved and seconded in committee.

Resolution #2: To approve Brandon Callis as the open judge and Tyler Cates for the junior judge for the American Royal. Moved and seconded in committee.

Resolution #3: To remove Jared Boyert from the PTP Judges' list and not accept his application within the next 5 years. Effective August 28, 2018. Letter received from the AJSA Board supporting this resolution. Moved and seconded in committee.

Resolution #4: To move forward with a Distinguished Simmental Supporter award with guidelines to be reported back to the committee. Moved and seconded in committee.

Resolution #5: For ASA to sponsor \$25,000 toward the 2018 World Simmental Congress. Moved and seconded in committee.

Resolution #6: To approve the West Virginia Simmental Association's application to host the 2019 AJSA Eastern Regional Classic. Moved and seconded in committee.

Points of Discussion: June 19 – 22, 2019 in Lewisburg, West Virginia.

Resolution #7: To approve the Oklahoma Simmental~Simbrah Association's application to host the 2019 AJSA South Central Regional Classic. Moved and seconded in committee.

Points of Discussion: June 12 – 15, 2019 in Stillwater, Oklahoma.

Resolution #8: To accept the AJSA Board of Trustees' proposal to alter the rule regarding eligibility of SPC steers to earn points at the National Classic. Moved and seconded in committee.

Points of Discussion:

1. In order to earn points at the National Classic, SPC steers must be at minimum 50% Simmental.
2. Smaller cattle divisions must have at least 15% of the number of heifers in the largest division to earn full points. If they have fewer than 15% of the largest heifer division, they earn half-points. Only SPC entries by eligible National Classic exhibitors that meet the minimum 50% Simmental requirement will be used in the calculation.

Resolution #9: To bar Clayton Boyert and Jake Boyert from being added to the PTP Judges' list for 5 years. Effective August 28, 2018. Letter received from the AJSA Board supporting this resolution. Moved and seconded in committee.

Resolution #10: To ask the Policies & Procedures Committee to place on their agenda a recommendation to change the policy who selects the Fall Focus location from the chairman to the chairman-elect. Moved and seconded in committee.

Breed Improvement. Resolution #1: To change the DNA price structure as proposed starting September 1, 2018. Moved and seconded in committee.

AMERICAN SIMMENTAL ASSOCIATION - DNA PRICING		
Genomic Tests – DNA Enhanced EPDs with Add-On Content Available		Standalone Pricing
GGP-HD (AI sires/Donor Dams)		Single Trait Analysis
+ PV	\$90.00	Parent Verification (PV)
+ Diluter	Included	\$18.00
+ Coat Color	Included	
+ Horned/Polled	\$9.00	
+ Condition Panel (AM,NH,CA,DD, TH,PHA,OS)	\$19.00	
	\$25.00	
		Genetic Traits
		Coat Color
		\$20.00
		Red Charlie(RC)
		\$15.00
		Diluter
		\$20.00
		Horned/Polled
		\$33.00
		OH
		\$25.00
GGP-LD	\$50.00	Single Trait Defect Testing
+ PV	Included	AM
		\$25.00
		NH
		\$25.00
		CA
		\$25.00
		DD
		\$25.00
		TH
		\$25.00
		PHA
		\$25.00
		OS
		\$25.00
Points of Discussion:		Other Testing Available
1. \$1.00 fee for blood cards: to encourage more use of TSUs – the TSUs are more efficient for ASA staff and the genotyping lab. There are also fewer sample fails and re-processing samples with TSUs compared to blood or hair.		BVDV
2. Sample Pull: the lab has increased the price from \$1.00 to \$2.00/sample when samples are pulled from storage for new testing. To date ASA has covered the cost of sample pulls but with the increased price this expense will be passed to the member.		\$5.00
3. Research fee extension: The current research fees are tied to parentage exclusions. Staff proposes to extend the research fees to include DNA re-checks, multi-sire pastures, excess time spent to confirm parentage, mis-identified samples, and samples arriving at lab without paper work, etc.		
<i>imc.</i>		DNA Collection Methods
*CHR50K	\$20.00	Blood Cards
+ PV	Included	\$1.00
+ Coat Color	\$9.00	Allflex TSUs
+ Horned/Polled	\$19.00	\$2.00
+ Condition Panel (AM,NH,CA,DD, TH,PHA,OS)	\$25.00	Allflex TSU Applicator
		\$40.00
		*Hair Cards
		\$5.00
		*Fee applies regardless if member already has a hair card not supplied by ASA
		**Additional Fees
		DNA Research Fee
		\$60/hour
		Export PV SNPs to AAA
		\$5.00
		Sample Pull Fee
		\$2.00
**Explanations of Additional Fees		
Research Fee charged at \$1.00/min – Includes but is not limited to: DNA re-checks to more than 2 additional parents, multi-sire pastures, excess time spent to confirm parentage, mis-identified samples, and samples arriving at lab without proper ASA paperwork.		
SNP PVs to AAA – Angus requires SNP parentage in AB format and there is a fee charged for the special request.		
All testing will be billed to the ASA member account. including test results reported as a No Results 'NR'		

Breed Improvement (cont). Chairman, John Irvine

Resolution #2: The Cow Herd DNA Roundup (CHR) ends December 15th, 2018. If we have not met the 50,000-sample goal, we will continue the CHR program on a first come first serve basis at \$25.00 per test with a \$5.00 rebate/test if cow weights and BCS or Hip Height are submitted on 90% of the cow herd.

Points of Discussion:

1. Switch time of billing as of December 16th, to be billed at the time of DNA test request to be the same as the regular DNA service billing.
2. \$25.00 per test for members who submit DNA samples on 90% of their active female inventory.
3. \$20.00 per test for members who submit DNA samples on 90% of their active female inventory, supply cow weights, and either body condition scores and/or hip heights on 90% of their active inventory.

Moved and seconded in committee.

Resolution #3: To allocate \$100,000 for research and development to collect sire identified carcass records on genotyped calves without owning interest in the cattle. Goal is 10,000 records in one year.

Points of Discussion:

1. These funds would be in addition to the CMP budgeted \$40,000 for genotyping CMP calves.
2. Focus will be on collecting carcass records on top-used sires in the ASA database.
3. Focus on collecting SimGenetics records, but if there are other breeds in the contemporary groups, those records are also valuable from both a carcass prediction and genomics perspective.

Moved and seconded in committee.

Directive #1: For staff to create a comprehensive list of ERTs, a standard for collection of new phenotypes, and a list of priorities for future development to report back to the committee.

Points of Discussion:

1. Staff is planning a focus group with the staff involved in the database and evaluation, Bruce Golden and Matt Spangler. IGS Technical Advisory Committee may also be involved.
2. Focus will be to assess the current list of EPDs and all Economically Relevant Traits. What ERTs could we do a better job evaluating, and collect additional phenotypes from breeders. It is important to consider traits that are tied to an economically relevant trait or an indicator for that trait to better predict the ERT.
Traits to consider:
 - Mature weight
 - Foot/leg structure
 - Health/fitness- BRD, PAP, hair shedding, udder scores
 - Gestation length
3. New or improved EPD models currently being worked on by the evaluation team
 - Days on feed
 - Feed intake
 - Heifer pregnancy

Moved and seconded in committee.

Simbrah – Chairman, Randy Moody

Directive #1: Staff to acquire updated photos and to generate updated promotional materials for Simbrah & Southern Producers. Moved and seconded in committee.

Directive #2: Staff to develop criteria for participation in the Simbrah Steer Feedout with Graham Land & Cattle. Moved and seconded in committee.

Policy and Procedures. – Chairwomen, Erika Kenner

Legal Counsel, Gene Summerlin joined via teleconference during the Policy and Procedures presentations.

Resolution #1: Effective immediately, the Multiple Membership and Family Membership Annual Service Fee discounts are eliminated and the Association will accept no new Multiple Membership Applications or Family Membership Applications. Every member will be charged the appropriate Adult or Junior Annual Service Fee for that member's membership classification. Existing Multiple Memberships and Family Memberships will expire on June 30, 2019, and will thereafter be billed the standard Adult or Junior Annual Service Fee applicable to the membership classification.

Points of Discussion:

1. Multiple & Family Memberships were started in 1997 when the Annual Service Fees started.
2. Intended for multiple memberships at the same address.
3. With Multiple Memberships, there are an unlimited amount of accounts allowed, which could mean an unlimited number of votes by one person, which was not the intent of the membership.

Moved and seconded in committee.

Resolution #2: Include in the Vice Chairs duties to work with the EVP and select the Fall Focus location for the upcoming year.

Points of Discussion:

1. The initial resolution for Fall Focus gave the Chairman and the EVP the authority together to select the next location of the Fall Focus.
2. For the past few years, the Chairmen have handed the duty to the Vice-Chair and the EVP since the vent would happen in the year the Vice-Chair is the Chair.

Moved and seconded in committee.

Resolution #3. Allow staff to utilize the program on the new phone system to record phone conversations at the office.

Points of Discussion:

1. Will allow staff to use conversations for training.
2. Could help staff ensure the consistent messages are being communicated to membership.
3. Current phone system already allows recording, so will not cost any extra.
4. Could assist in training new staff members by listening to how veteran staff answers questions and services the members, making the service more consistent.
5. If a member has a dispute, that conversation could be referenced and used for any legal dispute.
6. The phone system automatically stores recordings for 30 days/any recordings can be saved for longer.
7. It is legal to record conversations as long as the members are aware ahead of time/Legal counsel has given his blessing.

Moved and seconded in committee.

Policy & Procedures (cont). Chairwomen, Erika Kenner

Directive #1: Direct the staff to look into data on Junior Memberships and costs and report back to the committee prior to January.

Points of Discussion:

1. Once the committee made the resolution to end Multiple Memberships, it was discussed to lower the current Junior Membership cost.
2. Where are the other breed associations for Junior Membership costs?
3. What costs to the Association are attributed to the membership?
4. How low can we afford to go?
5. There is \$77,000 in the budget currently for Junior Annual Service Fee.
6. Can it be offered for free?

Moved and seconded in committee.

Executive Committee – Chairman, Tim Smith

Foundation Expenditure to support a part-time person.

Items Discussed:

- Part-time person to manage/lead the Foundation and the Foundation Board in fundraising activities.
- Expenditures if approved will cover costs for administration and fundraising expenses.
- Utilize a person that serves both ASA and the Foundation while being conservative in funds required from the Foundation.
- Executive Committee has approved the request from the Foundation and asks they receive the full-board's approval also.

Resolution #1: To approve the Foundation expenditures from their general fund for administration and overhead supporting a staff member. This person will contribute a portion of their work responsibilities toward meeting the Foundation needs (Foundation Staff Manager) along with responsibilities for ASA.

Points of Discussion:

1. The Foundation Board believes this is the first step toward the goal of a full-time staff person who will work to grow/expand the Foundation in its role of fundraising, supporting youth programs, and PTP shows. Additional support for the research and education arm of the Foundation also.
2. The Foundation Board believes that a focus for the Foundation Staff Manager is to increase awareness and excitement in a manner that allows more focus on the above programs. The key to success is for this person to be involved in ASA's youth programs as well as fundraising.
3. The Foundation Board will continue to be a working board in the sense that all trustees will be involved in fundraising.

Moved Tom Hook Gary Updyke to support/approve the Executive Committee's decision for the Foundation's expenditure to support a part-time person. Motion carried.

Executive Session.

Moved Brian DeFreese second Fred Schuetze to go into executive session to discuss the AJSA and youth programs. Motion carried.

Moved Brian DeFreese seconded Fred Schuetze to come out of executive session. Motion carried.

Recess until August 28, 2018 at 8:00 a.m.

Reconvened at 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, Linda Kesler

Voting:

Activities and Events.

Resolution #1: Add Jake Scott to the PTP Judges' list. Passed.

Resolution #2: Approve Brandon Callis and Tyler Cates as judges for the American Royal. Passed

Resolution #3: Remove Jared Boyert for the PTP Judges' list & not accept his application for next 5 years. Passed

Resolution #4: To move forward with a Distinguished Simmental Supporter award with guidelines to be reported back in committee.

Moved Tom Nelson seconded Cliff Orley to amend Resolution #4: To establish an award from the American Simmental Association to recognize breeders who make a significant contribution to the Simmental breed.

Name of the award: American Simmental Association Lifetime Promoter Award.

Guidelines:

1. Must have made a major contribution to the promotion and advancement of the Simmental breed.
2. Trustees must nominate the individuals or entities
3. Up to 2 awards may be given per year
4. Awards may be presented during the Annual Meeting

Motion passes on the amendment.

Move Tom Nelson seconded Cliff Orley on the amended Resolution #4: To establish an award from the American Simmental Association to recognize breeders who make a significant contribution to the Simmental breed.

Name of the award: American Simmental Association Lifetime Promoter Award.

Guidelines:

5. Must have made a major contribution to the promotion and advancement of the Simmental breed.
6. Trustees must nominate the individuals or entities
7. Up to 2 awards may be given per year
8. Awards may be presented during the Annual Meeting

Motion passes on amended resolution.

Resolution #5: Sponsor \$25,000 toward the 2018 World Simmental Congress. Passed

Resolution #6: 2019 Eastern Regional Classic – West Virginia. Passed

Resolution #7: 2019 SC Regional Classic - Oklahoma. Passed

Resolution #8: Alter the rule of SPC to gain points at the National Classic. Passed

Resolution #9: Do not accept Clayton or Jake Boyers' PTP Judges application for 5 years. Passed.

Resolution #10: Ask P&P for a policy change from Chair to Vice-Chair/selection of the Fall Focus location. Passed.

Directive #1: National and Regional Classic applications to remain on the website. Passed

Directive #2: 2019 Regional /National Classic rules sent back to the AJSA Board for suggested changes. Passed.

Voting (cont).

Breed Improvement.

Resolution #1: DNA – 3 fee changes, effective September 1, 2018. Passed.

Resolution #2: CHR continuation. Passed

Resolution #3: \$100,000 research and development to collect sire identified carcass records. Passed.

Note: In addition to \$40,000 already approved and would like to see a separate line-item on the itemized

Directive #1: ERT as a standard and prioritize the needs for the collection of these types. Passed.

Note: Present back to committee before making final decisions and prioritizations. May need to consult with the IGS technical advisory committee also.

Policy & Procedures.

Resolution #1: Removal of multiple/household membership designation. Passed.

Resolution #2: Vice-Chair to work with EVP to select Fall Focus location. Passed.

Resolution #3: Recording phone conversations. Tabled.

Moved Randy Moody seconded Jim Ligon to table until specifics on how this will work with a review after 6 months if implemented. Possibly do a simulated run to make sure it runs smoothly. Vote by count: 10 Yes / 6 No.
Resolution tabled.

Directive #1: Review / Data on junior memberships and costs before January. Passed.

Simbrah

Directive #1: Staff to acquire updated photos and generate updated promotion materials for Simbrah & Southern Producers.

Moved Randy Moody seconded Cliff Orley to amend the Directive #1:

Staff to acquire updated photos on all SimGenetics animals not just Simbrah.
Motion to amend. Passed.

Directive #1: Staff to acquire updated photos on all SimGenetic animals, not just Simbrah. Use new photos to update promotional materials for Simbrah & Southern Producers.
Amended directive passed.

No New Business.

Adjourn. Moved Fred Schuetze second Tom Hook to adjourn. Motion carried.