

Board of Trustees' Meeting
American Simmental Association
December 4, 2013
eMeeting

Chairman Jessie Driggers called meeting to order at 6:12 p.m.

Roll Call: Jessie Driggers, Bill McDonald, Kevin Thompson, Harold Williams, Roger Finke, Calvin Drake, Blake Nelson, Scott Cowger, Jon Willis, Tim Smith, Dale Miller, Jim Butcher, Bob Lanting, Susan Russell, Brian DeFreese. Jimmy Holliman not in attendance.

Staff: Wade Shafer, Steve McGuire, Paulette Cochenour, Linda Kesler

Approval – Call to the Meeting. Paulette Cochenour presented the official Call to the Meeting and two ByLaw amendments for the Annual Meeting.

Moved Tim Smith, second Calvin Drake to accept the Call to the Meeting as presented. Motion carried.

Purchase Land on Campbell Road. Linda Kesler gave an update.

Items discussed:

- Offer at \$365,000
- Title Insurance Review. Working through exceptions with seller and Project Engineer Chris Budeski.
- DRC Meetings. City Annexation and Zone Mapping. DRC recommends approval.
- Zoning Commission scheduled for December 17, 2013.
- Due Diligence ends January 13. If all acceptable, close on January 14.
- Next Step: Survey and Site Plan Approval (may take up to 6 months to complete).

Land Sell (Simmental Way). Report presented by Wade Shafer.

Items discussed:

- Counter offer sent to Edgemark at 12.5/sq. ft.
- Estimate \$4 million if accepts offer.
- No Response received back from Edgemark.
- Time frame for Edgemark's due diligence may take at least 6 – 9 months.

R & D Development. Genetic Evaluation Update. Report presented by Wade Shafer.

Items discussed:

- Agreement to be finalized between ASA and Dr. Bruce Golden, and ASA and Dr. Dorian Garrick.
- Most likely a 2-year time frame beginning January 1, 2014.
- Resource allocations already in place.
- MCMC – monte carlo/markov chain methodology will be used (method of choice for statistical applications with heavy computational demand).
- Enhance our ability to incorporate “outside” information (DNA & EPDs).
- Provide more flexibility in future development.
- Move toward long-term collaboration.
- Place us as the clear-cut leader in genetic evaluation ... across all species.

ASA Representative Program. Report given by Linda Kesler and Wade Shafer.

Items discussed:

- ASA Representative Manager is Bill Zimmerman. Coordinates all travel to sales.
- Currently have 11 ASA Representatives.
- Program started July, 2013.
- 56 sales covered to date vs. 40 covered last year.
- Cost savings with this model.
- Strengths of program.
 - Allows Directors to focus on Industry, SeedStock, Junior and PTP programs.
 - Greater flexibility to cover more sales/events.
 - Regional Representatives bring more cattle industry experience to our team.
 - Less Turnaround.
- Follow Directors' updates each month in the Register.

ASA Board Communication Intranet. Update given by Linda Kesler.

Items discussed.

- Confidential Intranet Site to keep all Board members informed of Board and Committee events.
- Calendar for all committee and board meetings along with agendas and reports from committee chairman.
- Financials will be posted by the 20th of each month.
- Strategic Planning Work Document will be posted. Most recent working document will be on the Intranet site.
- Access to minutes.

Moved Calvin Drake, second Dale Miller to adjourn. Motion carried.