



AMERICAN ANGUS AUXILIARY 2020 ANNUAL REPORT

Gina Hope, President



2020 OFFICER TEAM

President

Gina Hope

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President's Message

Our Auxiliary year went to significant challenge mode just one week after one of the best bi-annual Women Connected Conferences held last March.

Last year we elected to push to do things more digitally. This year we went beyond what was planned and did it by necessity. We held our first Zoom membership meeting so members who weren't able to attend the National Jr Angus Show were able to attend. Likewise, we also invited our membership to attend our Annual Convention meeting by "Zoom" if they were not able to come to Kansas City, MO. We held meetings normally done by old fashioned conference call using zoom where we were able to see each other. Such a joy to see the faces and smile at a few background unknowing zoom bombers. We just held our annual meeting and first election with members present voting as well as those attending via Zoom. We plan to continue zoom invitations to our future meetings so members unable to travel will be able to attend and have their comments expressed. So, Covid showed us some silver linings to embrace.

There are a few I would like to take the time to thank that helped the Auxiliary or me this year. First from my home state – I would like to thank Elizabeth Nixon, Jerry Gustin, and Gordy Keys for your support. A special thank you goes to Jon Repair – not only for his support but his guidance and advice to me and my family whenever it was asked.

To the American Angus Association staff, Foundation staff, and Certified Angus Beef staff – a very heartfelt thank you for being our partner and for being so in tune with the Auxiliary's goals to make this year one we were still able to do with ease and success.

To my officers, regional directors, committee members and past presidents; thank you all for your ideas, providing new and honest thoughts with boldness and for helping me creatively navigate this year to accomplish our tasks and goals.

Lastly, to my family. Thank you for your patience, love and encouragement through my year as President.

This year was a challenge and a blessing all in one for me. It has been my honor to serve the Auxiliary as its 2019-2020 President and I am so very excited to see what the incoming officers are able to accomplish this coming year knowing together we can weather the tests and dazzle in the calm.

2020 Committee Chairs

Audit

Barbara Ettredge, Chairman
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Achievement Award

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Karla Knapp, Co-Chair

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Silver Pitcher Award

Madison Butler, Chairman
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Crystal Award

Katy Tunstill, Chairman
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Beef Education

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Anne Lampe, Co-Chair

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Historian

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Paige Wallace Arnold, Co-Chair

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Mary K Greiman, Chairman

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Yvonne Hinman, Chairman

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Cortney Holshouser, Chairman

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2020 Annual Meeting Minutes

NOVEMBER 7, 2020, KANSAS CITY, MO

President Gina Hope called the meeting to order at 5:05 p.m.

Mark McCully, American Angus Association CEO welcomed the Auxiliary to the Convention. Mark thanked the auxiliary for all we do to promote the breed and help our juniors, he also went over the # of registrations going up - over 300,000 this year.

Miss American Angus Co-Chair Cortney Cates spoke about the Miss American Angus Contest. She introduced each of the contestants and contest activities that will be happening over the next two days. She announced the five contestants for this year. They are Mattie Harward, NC; Emma Grace Norwotney, TX; Kady Figge, KS; Ellie Kidwell, OH and Lauren Gilbert, MO. Cortney also announced the sponsors and thanked them for their support. This year the judges are Kara Lee, Mark Core and Darla Aegerter.

Gina welcomed everyone and introduced the Executive Committee, Presidents. Zoom meeting and voting instructions were explained. All Zoom attendees will be muted. All participants will be able to vote.

Minutes – Gina Hope advised that the minutes were published on the Website and in the Angus Journal. Motion: Mary McCurry made a motion to dispense with the reading of the minutes and accept them as presented. Anne Lampe seconded the motion. Motion Carried.

Gina asked for all the American Angus Association staff attending the meeting to stand and be recognized. She thanks them for their service.

Treasurers Report – Deanna Hofing presented the Treasurers report. No motion is needed, and the report will be filed in the records of the Auxiliary. Mary Greiman asked what the plans are for the CD that is maturing in January 2021. Gina stated that the executive committee and finance committee will discuss this in late November/early December. Mary then asked if we need to cash it in for extra funds in our checking accounts. Gina stated we do not.

Committee Reports – All reports were published on the Website for review.

AGB- Melanie Kiani was not present because she had surgery. Anne Lampe gave the report on her behalf. She stated that the AGB will be putting a few items online for Christmas shopping such as T-Shirts, Stationery, and Christmas items. Anne asked everyone to shop AGB for Christmas gifts.

Historian – Emma Collins was not present. Anne Lampe gave report. She stated that the scrapbook is moving towards a digital and hard-

bound book versus a traditional scrapbook. 1 copy will be for the president, 1 copy will be for the archives and a digital copy on file. At this time, the scrapbook is still being completed.

Women Connected – Chairperson Anne Lampe reported that the 5th Women's Connected Conference was held in Wooster, Ohio at Certified Angus Beef. The dates were March 4- 6, 2020. She thanked Thomas Martin for his and the Foundation's support. She also talked about finding additional WCC sponsors, corporate sponsors and even starting an endowment to keep the conference going in the future.

Miss American Angus – Co-Chair Cortney Cates stated it was great to see the growth of Eva Hinrichsen's this year. She welcomed the reigning Miss American Angus Eva Hinrichsen up to the stage to give a small speech. Eva shared just a little of her year with us and thanked the Auxiliary for all their support. Gina thanked her for putting together the Queen's Tea together for the ladies in at the NJAS.

Public Relations – No verbal report given.

Full Circle Online Auction – Chair Shally Rogen gave a report and let everyone know the bidding will open on November 7th. There are 26 items to bid on and sale will conclude on November 12, 2020. She asked if we would like and share the social media posts. She also always encouraged us to place max bids on the items so then you do not have to watch to see if you are outbid.

Scholarship – Pam Velisek gave her report on scholarship this year. We had 27 applicants. All went well with the digital applications; the judges were happy with them. One question will be changed on the 2021 application. Pam presented the two names for judges to the Executive committee and they were approved.

Old Business:

Financial Transition- The transition to Julie Angelo as the accountant went well. It was challenging at first to get the coding correct but thanks to Nancy Thelen we are on the right path.

Digital Transition – With all the efforts the previous year to move communication toward all digital we only printed off 20-30 The Post newsletter this year. Zoom meetings were used for the midyear and annual meetings. These have been highly successful, and we get better each time. Gina thanked Julie Conover for all her help.

By-laws- A by-law review will be initiated prior to the spring meeting.

New Business:

Presentation of 2020-2021 Budget – Nancy Thelen, finance committee chair went over the Budget that was presented to the Executive Committee at their meeting. Nancy made the motion that the budget

2020 Annual Meeting Minutes (cont.)

be accepted as presented. Lynne Hinrichsen seconded the motion. The Zoom attendees also voted. Motion Carried.

Appointment of 2020 Nominating Committee – President Gina Hope stated that the executive committee appointed Anne Patton Schubert and Anne Lampe to the nominating committee. Two more appointments are needed from the floor. Nancy Thelen nominated Dr. Carol Bloom from Indiana. Karla Knapp nominated Yvonne Hinman from Montana. Yvonne declined the nomination. Karla Knapp then nominated Jane Ebert from North Carolina. Gina asked for any other nominations. Anne Lampe asked to close nominations. Mary McCurry seconded the motion. Gina asked for all in favor at the meeting. Gina then allowed Zoom attendees to vote. Motion Carried.

Appointment of Election Tellers – President Gina Hope appointed Catie Hope and Linda Alexander as tellers for election. Gina provided the ladies that were participating on the phone Catie and Linda's phone numbers to allow them to vote.

Nominating committee/slate of officers – Chairman Cindy Ahearn presented the Slate of Officers as President, Pam Velisek; President Elect, Deanna Hofing and Secretary/Treasurer, Julie Conover, MO and Beverly Figge, KS. Cindy then announced the new Regional Directors for Region 1, 2 and 3. They are Cindy Worthington, Region 1; Amy Griffin, Region 2; Karla Knapp Region 3. Gina Hope asked if there were any nominations from the floor for president and president elect. Julie Conover made a motion to close nominations for president, president elect and advisor and accept as presented. Lynne Hinrichsen seconded the motion. Motion Carried.

Next was the voting for the new secretary/treasurer. Paper ballots were handed out to the attendees in the meeting. Gina asked if there were any nominations from the floor. Mary Greiman made the motion to cease nominations for secretary/ treasurer. Barb Ettredge seconded the motion. Motion Carried. Attendees on zoom voted. Teller collected paper ballots, phone votes and tabulated the results. Julie Conover was selected as secretary/treasurer.

Passing of the Gavel – Gina Hope passed the gavel to Pam Velisek as the new President. Pam thanked Gina for all she accomplished this year. Pam made announcements about the following day's Miss American Angus contest times and location.

Mary Greiman asked if she could make an announcement. She discussed the issues with capturing good pictures of family hugs of the top 5 showmanship winners when they have a bowl in one hand and a box of clippers in the other. Mary suggested giving embroidered bags. Greiman

Angus will sponsor the first year. The consensus was to use a black bag that she brought as an example. The sponsor will be embroidered on one side of the bag and the other side will have the placing of the top 5 individual. Pam mentioned that we had discussed these bags at the Mid-year meeting and had approved moving forward with the idea.

Anne Lampe then mentioned that we should look at updating the by-laws to discuss digital voting and limiting the time allotment of zoom voting. Pam agreed this should be looked at and will be addressed when we review the by-laws.

Pam asked for a motion for the meeting to be adjourned. Catie Hope moved to adjourn the meeting. Lynne Hinrichsen seconded the motion. Motion Carried.

Meeting was adjourned at 6:38 p.m.

Lastly, Pam thanked Vivian Wolf for her years of service as a region 2 director.

Respectfully Submitted,
Deanna Hofing
Secretary/Treasurer

American Angus Auxiliary
Statement of Financials & Activities
As of September 30, 2020

| | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sept | YTD | Budget | +/- Budget |
|--|-----------------|------------------|-----------------|------------------|------------------|------------------|-----------------|---------------|---------------|-----------------|-----------------|-----------------|------------------|------------------|------------------|
| REVENUE | | | | | | | | | | | | | | | |
| Annual & Mid-Year Meeting Revenue | 0.00 | 0.00 | 0.00 | 0.00 | 3,000.00 | 0.00 | 908.51 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,908.51 | 3,000.00 | -908.51 |
| Awards Revenue | 0.00 | 0.00 | 0.00 | 2,065.55 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,065.55 | 2,100.00 | 34.45 |
| Beef Education Revenue | 0.00 | 0.00 | 0.00 | 0.00 | 3,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 500.00 | 0.00 | 3,500.00 | 5,500.00 | 2,000.00 |
| Featured Fundraiser Revenue | 0.00 | 0.00 | 0.00 | 5,682.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 5,682.00 | 8,500.00 | 2,818.00 |
| Full Circle Online Auction Revenue | 0.00 | 0.00 | 0.00 | 5,682.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 5,682.00 | 1,000.00 | 600.00 |
| TOTAL Featured Fundraiser Revenue | 0.00 | 0.00 | 0.00 | 5,682.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 5,682.00 | 8,500.00 | 2,818.00 |
| Friends of Black Kettle Revenue | 400.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 400.00 | 1,000.00 | 600.00 |
| MAA Program Revenue | 1,450.00 | 350.00 | 0.00 | 250.00 | 500.00 | 300.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,850.00 | | |
| Contributions | 0.00 | 0.00 | 0.00 | 0.00 | 7,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 7,000.00 | | |
| Travel Contributions | 0.00 | 0.00 | 0.00 | 0.00 | 7,500.00 | 300.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 9,850.00 | 12,000.00 | 2,150.00 |
| TOTAL MAA Program Revenue | 1,450.00 | 350.00 | 0.00 | 250.00 | 7,500.00 | 300.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 9,850.00 | 12,000.00 | 2,150.00 |
| Membership Revenue | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 60.00 | 0.00 | 0.00 | 0.00 | 0.00 | 10.00 | 0.00 | 70.00 | | |
| Contributions | 0.00 | 30.00 | 0.00 | 0.00 | 0.00 | 80.00 | 0.00 | 100.00 | 0.00 | 0.00 | 100.00 | 0.00 | 310.00 | | |
| Annual Revenue | 500.00 | 400.00 | 200.00 | 300.00 | 0.00 | 0.00 | 0.00 | 200.00 | 0.00 | 0.00 | 500.00 | 0.00 | 2,100.00 | | |
| Lifetime Revenue | 500.00 | 430.00 | 200.00 | 300.00 | 0.00 | 140.00 | 0.00 | 300.00 | 0.00 | 0.00 | 610.00 | 0.00 | 2,480.00 | 3,300.00 | 820.00 |
| TOTAL Membership Revenue | 500.00 | 430.00 | 200.00 | 300.00 | 0.00 | 140.00 | 0.00 | 300.00 | 0.00 | 0.00 | 610.00 | 0.00 | 2,480.00 | 3,300.00 | 820.00 |
| Miscellaneous Revenue | 0.00 | 0.00 | 0.00 | 1,500.00 | 0.00 | 0.00 | 570.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,070.00 | 1,000.00 | -1,070.00 |
| Special Event-Womens Conference Revenue | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 15,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 15,000.00 | 20,000.00 | 5,000.00 |
| Ways & Means Revenue | 1,122.23 | 9,557.14 | 3,152.22 | 433.21 | 578.99 | 181.72 | 511.10 | 291.05 | 189.62 | 19.79 | 1,149.17 | 509.32 | 17,695.56 | | |
| Angus Gift Barn/Online Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 8,723.49 | 0.00 | 0.00 | 8,723.49 | | |
| Angus Gift Barn:NJAS | 265.90 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 265.90 | | |
| Gifts That Sizzle | 1,388.13 | 9,557.14 | 3,152.22 | 433.21 | 578.99 | 181.72 | 511.10 | 291.05 | 189.62 | 8,743.28 | 1,149.17 | 509.32 | 26,684.95 | 37,400.00 | 10,715.05 |
| TOTAL Ways & Means Revenue | 3,738.13 | 10,337.14 | 3,352.22 | 10,230.76 | 14,078.99 | 15,621.72 | 1,989.61 | 591.05 | 189.62 | 8,743.28 | 2,259.17 | 509.32 | 71,641.01 | 93,800.00 | 22,158.99 |
| TOTAL REVENUE | 50.00 | -50.00 | 212.81 | 0.00 | 0.00 | 0.00 | 50.00 | 0.00 | 0.00 | 525.00 | 180.00 | 0.00 | 967.81 | 3,500.00 | 2,532.19 |
| EXPENSES | | | | | | | | | | | | | | | |
| Annual & Mid-Year Meeting Awards | 0.00 | 116.94 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 116.94 | | |
| Crystal Awards | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 295.27 | 0.00 | 295.27 | | |
| Grote Speech | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 672.50 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 672.50 | | |
| Silver Tray | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 126.64 | 126.64 | | |
| Showmanship & Silver Pitcher | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 405.17 | 405.17 | | |
| TOTAL Awards | 0.00 | 116.94 | 0.00 | 0.00 | 0.00 | 0.00 | 672.50 | 0.00 | 0.00 | 0.00 | 295.27 | 531.81 | 1,616.52 | 2,100.00 | 483.48 |
| Beef Education Communications | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 707.20 | 707.20 | 5,000.00 | 4,292.80 |
| Email & Website | 0.00 | 0.00 | 0.00 | 87.50 | 0.00 | 0.00 | 0.00 | 17.50 | 0.00 | 310.00 | 378.00 | 0.00 | 793.00 | | |
| Newsletter-Postage | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 49.20 | 49.20 | | |
| Newsletter-Printing | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 228.62 | 239.83 | 468.45 | | |
| TOTAL Communications | 0.00 | 0.00 | 0.00 | 87.50 | 0.00 | 0.00 | 0.00 | 17.50 | 0.00 | 310.00 | 606.62 | 289.03 | 1,310.65 | 2,500.00 | 1,189.35 |
| Featured Fundraiser Expense | 0.00 | 0.00 | 364.95 | 120.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 484.95 | 200.00 | -284.95 |
| Friends of Black Kettle | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 | 1,000.00 |
| Insurance (Business) | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 909.00 | 0.00 | 0.00 | 0.00 | 909.00 | 900.00 | -9.00 |
| MAA Program | 0.00 | 1,880.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,880.00 | | |
| Auxiliary Expense | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 450.00 | 0.00 | 0.00 | 0.00 | 0.00 | 200.54 | 650.54 | | |
| Clothing | 0.00 | 0.00 | 0.00 | 0.00 | 458.54 | 0.00 | 556.31 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,014.85 | | |
| Contest | 0.00 | 0.00 | 0.00 | 0.00 | 361.90 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 376.88 | 738.78 | | |
| Contestant Gifts | 0.00 | 0.00 | 0.00 | 0.00 | 82.11 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 82.11 | | |
| Judges | 0.00 | 0.00 | 0.00 | 0.00 | 1,064.64 | 0.00 | 214.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,278.64 | | |
| MAA Gifts | 0.00 | 0.00 | 0.00 | 0.00 | 980.80 | 0.00 | 4,030.17 | 0.00 | 0.00 | 0.00 | 2,042.04 | 0.00 | 7,053.01 | | |
| Travel | 0.00 | 0.00 | 0.00 | 0.00 | 2,947.99 | 0.00 | 5,250.48 | 0.00 | 0.00 | 0.00 | 2,042.04 | 577.42 | 12,697.93 | 13,000.00 | 302.07 |
| TOTAL MAA Program | 0.00 | 1,880.00 | 0.00 | 0.00 | 2,947.99 | 0.00 | 5,250.48 | 0.00 | 0.00 | 0.00 | 2,042.04 | 577.42 | 12,697.93 | 13,000.00 | 302.07 |
| Miscellaneous Expense | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 250.00 | 250.00 |
| Officer & Director Expense | 800.00 | 0.00 | 244.17 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,200.00 | 3,244.17 | | |
| Misc Officer & Director Expense | 0.00 | 0.00 | 0.00 | 0.00 | 3,600.00 | 1,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 4,600.00 | | |
| TOTAL Office & Director Expense | 800.00 | 0.00 | 244.17 | 0.00 | 3,600.00 | 1,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,200.00 | 7,844.17 | 7,750.00 | -94.17 |