

**Washington State Holstein Association  
87th Annual Meeting Minutes  
February 16, 2008  
Skagit Valley Casino Resort**

President, Carolyn Tenneson, called the 87<sup>th</sup> annual meeting of the Washington State Holstein Association to order.

It was moved to dispense with the reading of the minutes. The motion was seconded and carried. The minutes are available in print form in the convention booklet.

**REPORT OF STANDING COMMITTEES:**

**Futurity:** Bud VanDyk gave the futurity report. The two-year-old futurity payment schedule is as follows: first payment of five dollars, due January 31, 2008; second payment of ten dollars, due January 2009; and the third payment of \$15, due July 2009. The total enrollment fee paid in is \$30.00. The total enrollment fees paid for a year's futurity will be added up then divided amongst the winners with first place getting the major portion of the payments.

The 2009 futurity has 70 animals entered. The 2007 Futurity winner was VanDyk-S Marshall Bonnie Jo owned by VanDyk-S Holsteins and Goldcrest Holsteins.

A motion was made, seconded and carried for adoption of the Futurity report

**State Show:** Dan Berry reported there is a show being organized for Salem, Oregon. It may be too late for it to be classed as a Western National this year, but that is the goal for the future. Move in will be August 27<sup>th</sup> or 28<sup>th</sup> then show September 1<sup>st</sup> or 2<sup>nd</sup>. National Holstein rules will be followed for the show.

Jim Krahn is working to get the fair to provide bedding and feed. In the past the fair has only provided the first bedding.

With the Canadian boarder being open Dick Carlson is expecting there will be two semi-truck loads of cattle coming down; one from the island and one from his area. The goal for this year's show is 150 head of Holsteins to be present.

The requirements for a National Show is 125 head of Holsteins be present from four different states and provinces. Only junior animals entered in the open show will count towards the 125 animal requirement.

Mark VanMersbergen explained there is a large contingency of youth from California and Oregon looking for a National Show. In the future there are plans for a judging contest to be added.

The 2008 Washington Black and White Show will be September 10<sup>th</sup> at Puyallup. Move in will be September 7<sup>th</sup> and release September 11<sup>th</sup>. The 2007 Washington Black and White Show was an excellent show with a good amount of animals and excellent quality. The senior two year old-Sildahl Astro Zelda and the 125,000 cow-Tender Lovin Sally from the Black and White Show have been nominated for All American.

Dan presented the 2007 Washington State Black and White awards.

A motion was made, seconded and carried for adoption of the Sale Committee report.

**State Sale:** Andy Portmann reported there were 12 animals in the Pride of Washington Sale. Western-Lite's animal did not sell. The committee looked at Western-Lite's back up animal and chose not to

accept it either. There were eight animals that stayed in Washington, one went to Canada, and one to Holland. Sale average was \$10,600.

The sale committee is planning a second sale. They are planning on 20 animals with a possibility of some guest animals from outside Washington. Sale requirements will remain the same. Andy feels the Washington Annual Meeting is the ideal time for this sale. The sale committee will look at the dairy industry status next year to determine if a sale will be held in 2009.

Carolyn thanked Andy Portmann and Andrew King for all their hard work, VanDyk-K for housing the animals, and the sale committee as a whole for the great sale.

A motion was made, seconded and carried for adoption of the sale committee report.

**Breed Improvement:** Arnold Folkertsma reported the Breed Improvement Committee met in January to review nominations for Young Breeder, Mr. Holstein, Master Breeder, and The Hall of Fame award. The following people were selected and honored last night at the banquet: Young Breeder-Luke Iverson, Mr. Holstein-Harold Catlin, and Master Breeder- Pete Portmann. There were no nominations for 2008 Hall of Fame.

A motion was made, seconded and carried for adoption of the Breed Improvement report

**Merchandising and Promotions:** Lewis VanMersbergen gave the Merchandising and Promotion report. In Lewis' opinion merchandising, promotion, and advertising all run together. One of the best promotion tools we have is the Washington State Annual Issue which Jerry Strandlund publishes. Jerry prints 1,500 each year of which 400 are sent to our National Convention and about 50 are sent to Canada. If you have anyone you want to add to Jerry's mailing list please let him know. It cost Jerry about \$1.00 per Annual Issue mailed in the United State and \$2.25 for each one mailed to Canada.

This year Jerry has received more phone calls and letters about the Washington State Holstein Annual than all the other years put together. Whitie McCowin a retired reporter and employee of the Holstein World had been at the National Convention and picked up a Washington Annual Issue. In Whitie's opinion Jerry's Washington Annual Issue was the best magazine at the National Convention.

In Jerry's opinion the most important thing in the Washington Annual Issue is the ads everyone puts in, without the ads there would be nothing. This year's book again will be in color and the rates will stay about the same. New things in this year's annual will be coverage of the Washington Holstein Grant and Scholarship programs, Washington exhibitors at the Madison show, and Jerry will list the top three winners in each class at the Black and White Show and Northwest Washington Fair in Lynden.

Jerry feels the sale last night can go down in Washington history as a historical event not just the success of it, but for the interest in future years this sale will draw. A sale like last night changes a sale from just being a sale into an event.

Lewis says sales and shows are both merchandising and promotion. In Washington we have the Whatcom County Sale, Lewis County Sale, Springtime Youth Calf Sale, and there is the National Convention Sale. Washington has the Washington Junior Black and White Show, Lewis County Show, Whatcom Show, Evergreen State Fair in Monroe, and the Black and White Show. There is also the Richmond, Utah and Madison, Wisconsin Shows. With some encouragement the youth will follow along and be the future.

A motion was made, seconded and carried for adoption of Lewis's report.

**Washington State Holstein Website:** Bud VanDyk explained Washington State Holstein Association now has a website, the web address is [www.washingtonholsteins.com](http://www.washingtonholsteins.com). Landon VanDyk, Bud's son has

developed the website. Anyone wishing to put information on the website please contact Bud or Landon. Landon would like the information emailed to him to make the installation of the information easier. Your farm website can also be linked to the state website.

Kevin Young suggested member's phone numbers be included with their address. It was suggested in the next Holstein Happenings, Diane ask our members to notify her if they do not want their phone included.

The Washington State Holstein Website committee will be Bud VanDyk, Liz Holtcamp, Landon VanDyk, Dan Berry, Scott Hilt, Andy Portmann, Andrew King, and Diane Magnochi.

Brock would like to see the members email addresses included on the website it will be the member's responsibility to keep their email addresses up to date.

Washington State Holstein Association can link their website to the website of the Holstein World for a fee of \$450 per year. Each time we would update our website it would show on the Holstein World website.

Mark VanMersbergen gets a lot of traffic on their website from the link with Holstein World. Every time they update their website and move to the top of the list at the Holstein World website the traffic becomes even heavier. Mark also recommended farms with websites link with the state website and the state link with our members.

The general meeting felt it was worth \$450 to link with the Holstein World website.

**Milk Marketing:** Sherm informed everyone many years ago a man named Dan Hollingsworth proposed a buy out. There was not a lot of support in California so Doug Maddox and followers came to Darigold with a presentation. Henry Polinder and the Dairgold board thought it was a good idea and were willing to take it to Washington DC. It was threaded through Congress without the help of National Milk. The thought at the time was there would be buy outs subsequent to that and they would be farmer financed.

CWT was started about five or six years ago with an assessment of twenty cents per hundred weight of milk. CWT is a solid concept, but it is not the only one. Sherm explained one of our biggest problems is we produce more milk than we can sell. Our Canadian friends basically produce what they can use, but in America we will never get that. Here milk is a cheap food. In California milk is being dumped because they cannot process it all. A few months ago we were short of milk and now we are long already. We have a tremendous ability to produce milk and with the advent of sexed semen the milk is going to flow for awhile.

The futures went up yesterday and cheese is up over two dollars, but whey and powder are down. Sherm says we have been blessed this past year with good milk checks and that picks up the spirits, but he thinks it is wise to prepare for lower milk checks. Our market never adjusts quickly enough and sometimes we have a denial period. The quicker you adjust to lower prices the better.

A motion was made, seconded and carried for adoption of the Milk Marketing report.

**Membership and Nominations:** Brock reported both senior and junior memberships were up in 2007, but the cow numbers are down.

The nominating committee will be nominating Bud VanDyk for President, Andrew Portmann for Vice President, Chris Baginski for Rex Ferris (Central Washington), Todd VanMersbergen for Arnold Folkertsma (Whatcom County), Dan Berry for Dave Owens (Snohomish North King) and Mike O'Neil for a second term (Inland Empire).

There has been some interest in having an at large director on the board. There are some areas which have membership dwindling to a point there will not be a director on the board. An at large director will help keep the board numbers up. This idea will be looked at further by the board in the up coming year. The change will take a by law change so could not take effect until next year's annual meeting.

Sherm asked if Washington State Holstein Association past presidents ever get together and brain storm. California has a breakfast at their annual meeting were their past presidents get together with the current board for about an hour and a half. Doug Maddox feels this is an excellent program.

Dean Wesen asked how many board of directors does California have and how big does a board have to be? Doug Maddox explained they have nine board members and one of them is an at large member. Washington has eleven board of directors.

Kay asked, "If we are nominating Andrew Portmann for vice president don't we need someone to replace him on the board?" The person replacing Andrew would be Dick Dudensky.

A motion was made, seconded and carried for adoption of the Membership and Nominations report.

**Finance:** Dean Wesen reported the Washington State Holstein Association has been fortunate to have a sizable reserve set aside. The finance committee has been diligent in trying to maintain the reserve and intends to continue to see the reserve stay there in future.

The 2008 proposed budget is as follows:

Income

|                              |                   |
|------------------------------|-------------------|
| 2008 Dues                    | \$10,000.00       |
| Savings & CD Interest        | \$1,700.00        |
| Futurity Payments            | \$800.00          |
| State Sale                   | \$1,000.00        |
| Youth Fundraisers & Payments | \$20,000.00       |
| Web Page                     | <u>\$1,000.00</u> |
| Total Income                 | \$34,500.00       |

Expenses

|                          |                   |
|--------------------------|-------------------|
| Futurity                 | \$800.00          |
| State Show               | \$850.00          |
| Breed Improvement        | \$175.00          |
| Bond                     | \$250.00          |
| Secretary Salary         | \$3,800.00        |
| Office/Utilities/Postage | \$1,500.00        |
| Merchandising            | \$500.00          |
| Board Meetings           | \$500.00          |
| Miscellaneous            | \$50.00           |
| Summer Picnic            | \$200.00          |
| Youth Expenses           | \$20,000.00       |
| WA Holstein Convention   | \$1,000.00        |
| End of Year Jr. Transfer | \$0.00            |
| Scholarship              | \$1,000.00        |
| Project Animal Grants    | \$2,000.00        |
| Web Page Start Up        | <u>\$1,000.00</u> |
| Total Expenses           | \$33,625.00       |

This will give the Association a net profit of \$875.00.

A motion was made, seconded, and carried for adoption of the Finance Committee report.

**Holstein USA President:** Doug Maddox, the National Holstein president, addressed our Annual Meeting. Doug Maddox congratulated everyone on the very successful sale and the turn out at our banquet dinner.

Doug stated registrations are our bread and butter. Registrations this past year were up four percent while transfers were down three percent, but up in revenue. Classifications were up five percent while sets were down just a little. The COMPLETE program saw a 15 percent increase. Financially our operations are positive and our cash flow is positive for about the fifth or sixth year in a row.

At ATA in California we are processing almost 900,000 accounts. The cash flow of ATA is positive, but when you add in the depreciation ATA shows a loss.

Holstein's FAIR program data base has been recognized by the USDA as the national data base for the dairy industry.

In Doug's travel everywhere he goes he finds the youth are strong. The National Holstein Association wants to keep the youth strong therefore the association has moved \$2 million from its reserves to the Holstein **Foundation**.

Holstein USA is working closely with Mexico, Russia, and China. Holstein is looking at maintaining our influence in Mexico and South America. Those are our traditional strengths. Russia is looking only for registered cattle and is looking to the US for a big portion of these animals.

The National Holstein Association has changed its mission statement. The new mission statement is: To provide leadership, information and services to help our members and dairy producers world wide to be more successful.

A new type advisory committee was formed at the last board meeting. This committee will explore and research how classification programs relate to health traits, fertility, and economic factors.

At the annual meeting there were two resolutions drawn up. The first one is voices for choices and the second one is to form a political action committee. In both cases the board has chose not to follow these recommendations at this time.

If you wish to have the show in Salem, Oregon to be considered as a Western National, National Holstein needs a written request. At this time there has not been a written request to recognize this show as a western national show. There is a National Holstein Association board meeting the end of March, the written request should be in before then.

**Andrew King:** Andrew King has received countless comments on the Washington Annual Issue. Other states want to know how Washington does it.

Andrew noticed in the Annual meeting book that Washington cow numbers are down. Andrew wanted to know when the cap on the number of cows one pays dues for was adopted. Andrew does not think the numbers of cows are down only the numbers of cows being billed for are down.

Andrew wanted to thank everyone who helped with the sale last night. It was impressive to see the Washington cattle sell so well and also to see the Washington breeders put in a number one type of consignment.

**CUDS:** Wade and Lindsay McMann and David and Alycia Youngquist were representing **CUDS**; they brought with them Cougar Gold cheese to sell. Currently all of the WSU milk goes to make Cougar Gold cheese. The cheese is an internationally award winning dry sharp cheddar cheese. The canning process which WSU uses for their Cougar Gold cheese was developed during World War II by Dr. Golden therefore the name Cougar Gold.

Carolyn asked everyone to support the **CUDS** students and by some cheese.

**Washington State Holstein Summer Picnic:** Carolyn informed everyone the summer picnic has developed into a really great day. We get a good turn out of about 40 to 50 people and we stagger the picnic between the Whatcom Holstein Club and the Skagit-Island Holstein Club hosting the picnic. This next year will be hosted by the Skagit-Island Holstein Club at the Wesen and Holtcamp cabins. There is a great Chinese Horseshoe game which always takes place. We have a new revolving Chinese Horseshoe trophy to be awarded each year.

**Springtime Youth Calf Sale:** The Springtime Youth Calf Sale will be held March 22, 2008 at the Evergreen State Fair in Monroe, Washington. This year's sale will have a consignment for each of the dairy breeds. There are 10 Holstein heifers consigned of which six are registered and four are grades. In the past the grades have been up graded to registered animals.

**Youth:** Ann Marie Magnochi and Andrew Bishop have been the Junior Holstein Advisors for the past several years. They are very enthusiastic leaders and the youth reflect this. Under their leadership the youth program has grown. They have been sending a lot of youth to the National Convention each year and they place high in the events they compete in.

Liz Soler gave a power point presentation.

At the Pride of Washington Sale the juniors sold raffle tickets. You had a choice of a two dollar or five dollar ticket. A two dollar ticket gave you one guess and a five dollar ticket gave you three guesses to guess the sale average. The amount of money collected was to be divided between the Junior Association and the ticket purchaser. Andrew King was the winner coming closest to the sale average. Andrew donated all the funds to the Junior Association. The juniors raised \$224.

Liz explained the Junior Association developed two awards to honor Dan Frohning and Hannah Zylstra. Hannah was very passionate about fitting and showing therefore the overall showman at the Junior Black and White Show automatically wins the Hannah Zylstra Overall Showman Award. The Dan Frohning Outstanding Junior Member Award was fashioned after the Judy Collingsworth Award. The Dan Frohning Award recognizes showing achievement, volunteer efforts, activities in the Junior Association and the overall well rounded junior member. The Dan Frohning award is the highest award a junior member can receive in the Washington State Junior Holstein Association. This award is chosen through an application and an interview process. To qualify the junior must be a freshman or older in high school, have shown a registered Holstein at their county open or 4-H show, and be a junior Holstein member in good standing. The applications are judged by an outside adult committee.

Jerry Strandlund praised Ann Marie and Andrew for all their hard work. Ann Marie is gone an awful lot of the time up and down the state with these kids and that is a lot of hours to give of her time. The results are fantastic! Jerry encourages more support of the Junior Black and White Show. We need to encourage the kids from up North to participate. It was suggested the kids come in as county clubs.

Carolyn thanked both Ann Marie and Andrew and congratulations to the youth for a wonderful year.

**Unfinished Business:**

**Scholarship and Calf Grants:** This year's scholarship winner was Amy Odens. She is a very impressive young lady currently attending Cal Poly. Each year it is a hard decision to make because we get some great applicants.

The \$500 calf grant winners this year were Rebecca Casey from Monroe and Alyx Hanson from Elk. The Washington State Holstein Association offers four grants, unfortunately this year we only had two applicants. Hopefully next year we will have more applications. We need to encourage the youth in our counties to apply for this.

**New Business:**

**Nominations and Elections of Officers:** Brock, speaking for the nominating committee made the following nominations: President-Bud VanDyk, Vice President-Andrew Portmann, Lewis County Director-Dick Dudensky to complete Andrew Portmann's two years, Central Washington Director-Chris Baginski, Whatcom Director-Todd VanMersbergen, Snohomish North King Director-Dan Berry, and a second term Mike O'Neil-Inland Empire. Carolyn asked twice for other nominations from the floor. There were no nominations from the floor. Sherm moved a unanimous ballot be cast for the notations of the officers and directors. Motion carries.

Carolyn thanked the directors and officers she had worked with the last several years. We have had some very good accomplishments, the summer picnic is going, the website is up and running, the calf grants, and scholarship are going strong, and we are heading in a good direction. The sale was great, our numbers are up and people are excited about Washington Holsteins.

Carolyn thanked Diane for her secretary and treasurer work.

Bud VanDyk took over the duties of President. Bud thanked Carolyn for her great job.

**2015 National Convention:** Bud would like to get a committee going to look into finding a location to headquarter the convention, fundraising, and all the rest that goes with the convention.

Sherm suggested we ask Randy Gross to chair the committee. Randy would like someone who is in the Puget Sound area to chair the committee. Randy is willing to work on the committee.

Sherm asked the board to sit down and talk about the National Convention and the board should make this decision of a chairman.

**2009 Washington State Holstein Annual Meeting:** Dan Berry conveyed the Snohomish North King Holstein Club would like to host the 2009 Washington State Holstein Annual Meeting. The offer was accepted.

**Thank You:** Mark VanMersbergen thanked the Skagit-Island Holstein Club for hosting the 2008 Washington State Holstein Annual Meeting. Great job!

Marvin VanMersbergen informed everyone the Whatcom Holstein Sale will be April 17, 2008. This will be the 40<sup>th</sup> Whatcom Sale and they plan on having 40 consignments some of which will be from Oregon.

A motion was made, seconded and carried to adjourn.

**Reorganization Meeting:** Diane was rehired as the 2008 Washington State Holstein Secretary.

The next board of directors meeting will be April 12, 2008 in Chehalis prior to the Lewis County Sale. A place and time will be determined at a later date.

This year the Al Hay Award will be awarded at the Richmond Show in Utah.

A motion was made, seconded and carried to adjourn.