

**Washington State Holstein Association
Board of Director's Meeting
Skagit Valley Casino Resort
February 15, 2008**

Attendance: Dan Berry, Diane Magnochi, Arnold Folkertsma, Karl Krangnes, Mike O'Neil, Andrew Portman, Brock Ricci, Peter Stephens, Jerry Strandlund, Carolyn Tenneson, Bud VanDyk, and Dean Wesen.

Absent Board Members: Rex Ferris, Scott Holt, Ray Nelson, Dave Owens, and James Suhovorsnik

Secretary Report: It was moved and seconded to dispense with reading of the minutes and approve them as presented. Motion carried. Minutes were approved as written.

Treasurer's Report: Diane gave the attached treasurer's report. Karl moved to accept the financial report as presented. Dean seconded the motion. The motion carried.

Diane has checked with Key Bank in regards to a Master or Visa credit card. Key Bank requires a guarantor for the credit card. The guarantor would need to be a board member. Andrew Portmann will check with The Bank of the Pacific. The Master or Visa credit card discussion was tabled until the next board meeting when more information is available.

The Homestead investment will renew in May. Dean has concerns about the security of our deposit with Homestead since the housing industry has seen a slow down. Is Homestead diverse enough for our deposit to be secure? Andy thought Homestead will probably see a decline in their return and their profit will probably suffer, but we will not lose our deposit.

Jerry Strandlund was at the meeting in January. Jim outlined all the properties Homestead owns. In the past year Homestead has purchased a \$7 million golf course for half price in the Wenatchee-Ellensburg area. In Jerry's opinion Washington's housing business has not been hit as hard as other areas in the United States.

Jerry agrees there is a risk in investing with Homestead and that is why we get 6.5% interest.

Andy Portmann would like to leave the deposit where it is.

Andrew Portmann moved and Peter seconded to renew our investment with Homestead at maturity as long as we receive our current interest rate or higher. Motion carried.

UNFINISHED BUSINESS

Washington Web Page: Landon VanDyk has the Washington web page up and running; the domain name is WashingtonHolsteins.com. Landon would like more information to include in the web site. Landon prefers you email the information to him therefore he does not have to type all information himself. The Pride of Washington Sale information is on the web site. Landon could display the website at our annual meeting tomorrow.

Karen Knutson from the Holstein World has sent us information on how we can have the Washington website linked to the Holstein World website. The link to The Holstein World website would cost \$450 yearly. Included in the cost would be free news blurbs when you update your website and you would be listed on the breeders' tour and home page as well as in the magazine. Karen has stated the Holstein World website gets about 2,000 hits a day.

It was suggested we wait until our website is up and running longer and to see how many Washington breeder sites we get.

The board would like to know if there is a webpage link available with Holstein USA?

The board would like to include Landon VanDyk on the Marketing-Merchandising and the Sales and Shows committees.

Pride of Washington Sale: Andy Portmann informed the board at 8:00 p.m. tonight the Pride of Washington Sale will sell 12 animals. Western-Lite's consignment got injured and the sale committee did not feel comfortable taking the second choice animal.

All the sale staff has been out to see the sale animals. All West/Select Sires has done a wonderful job of putting together the sale power point which will be used tonight.

The Sale Committee has a budget of \$14,000. The majority of sale expenses will be paid to the seven people who make up the sale staff.

Carolyn thanked Andrew Portmann for chairing the sale committee and putting together the Pride of Washington Sale.

The Junior Holstein Association will be selling raffle tickets tonight at the Pride of Washington Sale. You will be guessing the sale average. One guess will cost two dollars and three guesses will be five dollars. The person closest to the sale average will win half of the collected amount the other half will go to the Juniors.

Western Spring Show Sponsorship: The Holstein World is looking for \$500 donations from the different western states to fund a live coverage of the Richmond Black and White Show. Oregon and Utah have agreed to donate \$500 each and California is looking in to it.

Each sponsorship will receive a link from the online show coverage to the state website or an online ad promoting your state association, your state logo on each page of the show coverage, sponsorship listing and promotion of the coverage in the March Holstein World, sponsorship listing on the banner promoting the show coverage on Holstein.com and verbal and show catalog recognition at the show.

If the Washington Holstein Association elected to help sponsor the live show coverage we would not receive the sponsorship listing and promotion of the coverage in the March Holstein World for the World goes to print February 15th.

Jerry would like to know how many Holstein World magazines are distributed in Washington, Oregon, Idaho, Utah, and California. Years ago each state member used to receive a copy of the Holstein World, but today you must subscribe to the magazine.

If the Washington Board of Directors elected to help sponsor the Western Spring Show the funding would have to be allocated in the 2008 budget under merchandizing and promotions.

Carolyn asked which would be a better deal to spend \$500 to help sponsor the online live coverage of the Richmond Black and White Show or \$450 for one year link with the Holstein World website.

Bud asked, "How much have we already designated for our website?" The Board is asking for \$1,000 from the budget committee to establish the Washington Holstein website.

Dean Wesen reminded the board we can not give \$500 to everyone who asks. Carolyn also felt \$500 was a lot of money.

Andrew Portmann felt the promotional value received by the Washington Breeders who exhibit at Richmond is what our Association is meant to promote therefore Andrew moved to donate \$500 to the Western Spring Show Sponsorship. Bud seconded the motion.

Dean asked again that the board look at the budget from last year and consider where the funding would come from for this sponsorship.

Mike O'Neil would like to send our request to the finance committee to see if it is a feasible expense.

The question was then asked, "What happens if tonight at the Pride of Washington Sale the average is \$7,000 when we need \$8,000 to pay the sale bills? Where will that money come from in our budget?"

Carolyn thinks the idea is good, but is concerned we will not be able to fit it in our budget.

Bud thinks it is a good place to spend the money for advertising for the state. Bud asked how many people were paying state dues.

Karl thought maybe the Holstein link would better serve all our dues paying members.

Carolyn suggested we wait until after the Pride of Washington Sale to see if the funds are available then make the budget request.

Andy moved to table his motion until the reorganization board meeting tomorrow. Motion was seconded and carried.

New Business:

State of Washington At Large Board Member: Carolyn informed the board she has had some phone calls expressing an interest in adding a Washington at large board member. This position would be open to all Washington State Holstein members wishing to run for this position.

Ron Boon from the nominating committee thinks this might be a way of getting voices on the board especially since we are hosting the National Holstein Meeting in the near future. It would also be a way of filling the board when an area club does not have any members.

Carolyn explained to add a Washington at large board member would take a bylaw change. A notice of bylaw change would need to be sent to all Washington State Holstein Association members 30 days prior to a general membership meeting and then voted on at the meeting.

Dean Wesen said, "The bylaws are there for a reason and we need to abide by them."

Carolyn recommended this subject be included in the Nominations Committee report tomorrow at the annual meeting. It will be good to get feed back from the general membership.

Peter Stephens pointed out our bylaws currently allow the board of directors to elect a new board member from our general membership to fill a vacancy on the board.

Carolyn suggested Brock and his committee look into what to we should do when there is no club member willing or able in an area club to fill a board position.

Springtime Youth Calf Sale: Liz Holtcamp explained each year at the Springtime Youth Calf Sale there are both grade and registered Holstein calves sold. In the past the grade calves which could be put up graded or registered by going back and bring records up to date have been. In the past the kids have covered this expense. The price to have this done has been as little as \$12.00 and as high as \$36.00 with an average of \$24.00. Liz is asking the Washington State Holstein Association to cover this cost in the future. This year Liz has four calves to register each with four generations of information.

The Merchandising Committee will put it in their request to the fiancé committee.

National Holstein Delegates: Dean Wesen is going back into active duty and will be stationed in Afghanistan or Iraq for the next year. Dan Berry will be taking Dean's place. Randy Gross and Dan Berry will be the Washington National Holstein Delegates.

Peter moved to adjourn the meeting. Motion was seconded and carried.