



Texas Longhorn Breeders Gulf Coast Association

Board of Directors Meeting
April 11, 2023
Conference Call, 7:00 pm

Call to Order:

Kathy Lewis called the meeting to order at 7:05 pm. The following individuals were in attendance:

Brooke McCauley
Julio Romero
Kathy Palladini
Leigh Salsbury
Remy Broussard
Sarah Buentello
Steven McCauley

Jennifer Francis
Kathy Lewis
Kim Head
Matt McCarroll
Samuel Faske
Stephen Head

Review of Minutes:

We reviewed the minutes from the March board of directors meeting. Jennifer Francis will make two small corrections to the dates listed for the previous bank balance and the ending bank balance. The year should have been **2023** instead of 2022. Kim Head made a motion to approve those minutes, with the two corrections, and Julio Romero seconded the motion. The motion passed unanimously.

Financial Report:

Kim Head reviewed our finances for February and March. Our previous bank balance on 1/31/2023 was \$91,595.97. Total deposits/credits were \$33,084.74 in February and \$28,939.41 in March. Total checks/debits were \$4,915.70 in February and \$52,629.33 in March. Our ending bank balance on 3/31/2023 was \$96,083.54 (\$80,446.25 in the checking account and \$15,637.29 in the savings account). With \$5,083.70 in outstanding checks, that still leaves us with \$75K for operating funds.

The Scholarship Fund includes \$4,634.00 for future scholarship obligations, \$5,000.00 for the Russell Clements Memorial Scholarship, and \$6,000.00 for future TLBGCA Scholarship awards. The 2022 Spring Show raised \$3,041 for scholarships and the 2023 Sale & Futurity raised \$9,595 for scholarships for a total of \$12,636. The board decided

to round this up to \$13K and transfer it into the saving account. This will bring the funds for future TLBGCA Scholarship awards up to \$19K.

Cattle Baron Sale & Futurity:

Kathy Lewis opened the discussion by asking what ideas anyone wanted to share to help take this event to the next level. Should we consider a new location that consignors and bidders might find more appealing? What other changes might draw in more participation? There was some good discussion which included how we might change the schedule around and should we consider holding it at a later date. While a later date might be better for the sale, there was concern this might affect our futurity participation. Julio inquired whether we have a way to survey our participants to get their feedback. Kathy Lewis and Jennifer Francis will work together to create a poll on our Facebook page.

Jennifer Francis proposed hiring a “cow hunter” to help us secure consignments that have the potential to sell for higher prices. Having the majority of our consignments selling for \$2,500+ with the average being \$3K-\$5K might be a pretty lofty goal, but could certainly be achieved if we have someone with the right connections working with us. Perhaps someone like Chase Vasut, Bear Davidson, Ryan Culpepper or maybe even the auctioneer? Perhaps offer them a \$50 fee for each consignment they secure plus some portion of our commission on the ones that sell above a certain amount (i.e. 2% for the \$2K price range, 3% for \$3K+). The board decided to send out Request for Proposals (RFPs) and evaluate what we receive. Jennifer and Stephen will work together to create and send out the form.

The tentative date for the 2024 sale and futurity is March 1-2. Jennifer will contact Scott Scarmardo at the sale barn to see if they will pencil us in for this date. She will make it clear that we are in the early stages of planning this event so this would not serve as an official date or rental contract.

Spring Show:

Entries are slowly coming in with around 100 so far. We are lacking in mini entries right now so we may need to reach out to the mini breeders to ask for entries. There is a tendency for a majority of the entries to come in the day before or even the day of the deadline. While this can be stressful, we remain optimistic that more entries will come. The judges have been hired and both of them have completed the form and signed off that they have read the breed guidelines. Judge bios have been posted and will hopefully draw more attention to the show and entry deadline. Kalyn Ferrell has been selecting and ordering the prizes. The lady who runs the concession stand and prepares the dinner has been secured. The decision was made to go back to serving a BBQ dinner. Kathy Lewis shared the idea of them pre-wrapping the sandwiches to help the line to move faster. The

tent rental is estimated to cost \$5K. We will be hard pressed to make any money this year with the tent rental and increase in facility rental fee. There's never a problem securing volunteers except for the ring stewards. We will need 4 to 6 people each day to help with ring stewarding. Stephen will reach out to scholarship recipients from previous years to see if any of them are available to help.

Scholarship Program:

Leigh Salsbury shared that there are 9 eligible applicants. One applicant didn't join until October 5th. The deadline was October 1st so that disqualifies that applicant. The committee has decided to divide and conquer with Remy selecting the Russell Clements Memorial Scholarship winner and the rest of the committee selecting the TLBGCA Scholarship winners. Kathy Lewis expressed that there should be some level of involvement from the applicants beyond paying a membership fee. Leigh had looked over the Russell Clements Memorial Scholarship applications and felt like several of them were really good. She recommended that the board might want to consider expanding the audience that can apply for the TLBGCA Scholarship to include more than graduating high school seniors going forward.

Of the \$19K available in the scholarship fund, it was determined that the scholarship committee would have a \$15K budget to work with when determining this year's scholarship awards. Stephen Head made a motion to approve the \$15K budget and Steven McCauley seconded the motion. The motion passed unanimously.

The Bright Future Scholarship donation to TLBT will be paid from the scholarship fund.

Calf Donation Program:

There are 7 donation calves as of now: two from Matt McCarroll, two from Darroll Blattel, one from Kathy Lewis, one from Erica Hinojosa, and one from Tessa Tronzano. Kathy's is already halter broke and will be shown at Brenham and the World Expo.

World Show Sponsorship:

Stephen Head made a motion for a \$1K World Expo Sponsorship and \$1K donation to the TLBT Bright Future Scholarship fund and Remy Broussard second the motion. The motion passed unanimously.

Nominations for 2023-2024 Officers and Directors:

There are two open director positions that need to be filled in addition to the four director spots that expire this year. Kathy Lewis, Kim Head, and Jennifer Francis are all willing to continue on as President, Treasurer, and Secretary respectively. Leigh Salsbury will be

leaving at the end of this term so we need to find a nominee for the Vice President position. Jennifer Francis recommended Remy Broussard, but he's very busy with his position on the World Show committee that doesn't expire until next year. Kathy Lewis recommended Sarah Buentello who said she would need to think it over. Remy is willing to continue serving as a director. Other names mentioned for consideration were Kelli Jones and Kalyn Ferrell. Jennifer Francis reminded everyone that we need to make sure we don't just nominate people from the show side of the breed. We need diversity.

Topics from the Floor:

Remy Broussard suggested if anyone is planning to do a personal World Expo sponsorship, to notify Pam Robison soon. With the show being earlier this year, it would be helpful to TLBAA to have their sponsors lined up sooner rather than later.

Meeting Adjourned:

Jennifer Francis made a motion to adjourn the meeting and Stephen Head seconded the motion. Kathy Lewis adjourned the meeting at 8:35 pm. We will reconvene at 7:00 pm on Tuesday May 9, 2023.

Minutes recorded by Jennifer Francis