

Minutes of TLBAA BOD Conference Call Meeting  
Tuesday, June 01, 2010  
8:00 PM Central Time

Topics for Discussion: Review of revenue and fees associated with AI herd sires, partnerships and 36+ month registrations; Review of accounting software change from Peachtree to QuickBooks.

Chairman Robert Richey called the meeting to order at 8:05 PM.

Secretary Theo Kocian called roll.

Directors present: Doc Hyder, Ron Walker, Mark Stuck, Terry King, Lana Hightower, Kerry Mounce, Robert Richey, Theo Kocian, Steven Zunker, Steve Quarry, Jim Rombeck, Randy Briscoe, Terry Fuhriman and Ray Beadle. Darlene Aldridge, Donnie Taylor and Rich Spooner joined the meeting late.

Directors absent: Carl Brantley, Gene Juranka and Charlie Buenger. Note: Carl Brantley and Charlie Buenger notified Secretary Kocian that they would be unable to attend the meeting.

A quorum was established.

Chairman Richey introduced guest speaker TLBAA General Manager Jamie Griffeth and asked him to speak about the TLBAA revenue items.

Mr. Griffeth outlined the spreadsheets that the Directors had received and a comparison of TLBAA membership fees and a competitor's fees were reviewed. He suggested that the fee for 36+ month registrations be lowered to match the competitor fee of \$25. Several directors asked questions and comments.

Chairman Richey stated that he would like to match the competitor's prices in order to keep members from going to the competitor to register their animals for a lower price and then come back to TLBAA to dual register them.

Darlene Aldridge commented that keeping the fee at \$100 is a specific deterrent to people who take 3 years to register their cattle.

Jamie Griffeth replied that keeping our fees high encourages members to go to our competitor. He added that from a staff standpoint there wasn't any additional paperwork required in registering older animals.

Steve Quarry made a motion to reduce the registration fee to \$50 for 36+ month animals. Donnie Taylor seconded. A roll call vote was taken. Motion failed 11 to 5.

Darlene made the motion to leave the \$100 fee in place for 36+ month animals. Randy Briscoe seconded. A roll call vote was taken. Motion passed 11 to 5.

A discussion on lowering the AI certification fees followed.

Jim Rombeck made a motion to adjust the AI certification fee from \$250 to \$100 excluding the DNA kit cost of \$50. Lana Hightower seconded. A roll call vote was taken. Motion passed.

Animal name change fees were discussed. Rich Spooner made a motion to leave the animal name change fee the same. Darlene Aldridge seconded. Motion passed.

Jamie Griffeth addressed the partnership fee of \$20 per partnership. He suggested that increasing the fee would clean up the data base and keep the partnership records current.

Darlene Aldridge made a motion to keep the partnership fees as they are. Donnie Taylor seconded. After discussion the motion was withdrawn. It was decided to take up this matter at a later date.

Jamie Griffeth gave a brief report on changing the accounting system over from Peachtree to QuickBooks and what the cost would be. He said the new GPS system is very compatible with QuickBooks.

Darlene Aldridge made a motion to approve the transition from Peachtree to QuickBooks for the next fiscal year which would be 2010 to 2011. Rich Spooner seconded. A roll call vote was taken. Motion passed unanimously.

Steven Zunker had a question about membership dues and asked if every youth member was getting a *Trails* magazine for a \$25 year membership. Several Directors suggested that the magazines be limited to one per family for the youth memberships. Chairman Richey asked Jamie Griffeth to check on this and see what the policy has been.

The meeting was adjourned at 10:10 PM.