

California Holstein Association Board of Directors Meeting

February 15, 2019

Tachi Palace- Lemoore

Officers Present: President Anthony Souza, Vice President Hank Van Exel, Treasurer Carol Borba

Directors Present: Stan Henderson, Graisson Schmidt, Adam Van Exel, Larry Gerber, Rodney Paulo, Jessica Mclsaac

Directors Not Present: Stephen Mast

Guests: Lacey Paulo, Katharine Correia, Dennis Areias, Bill Genasci, Chrissy Stiles, Julie Ashton, Hayley Fernandes, Sammie Gambonini

Anthony Souza called the meeting to order at 2:05 pm.

Larry Gerber moved to approve the agenda as presented, 2nd by Stan Henderson, and approved unanimously.

Hank Van Exel moved to approve the minutes from the previous meeting as presented, 2nd by Carol Borba and approved unanimously.

Treasurer's report

Anthony Souza shared a report from Stifel Nichols investment firm. Our holdings dropped a total of 2% over the past 12 months, whereas the market dropped 4%. However, now the market is back up 10%, and our portfolio has only rebounded 4%. Financial advisor suggests moving half of our "floating funds" (\$70,000- so half is \$35,000) into Openheimer Funds. There is \$18,000 liquid in the money market account. Hank moved to move the money as advised. 2nd by Adam Van Exel and approved unanimously. Anthony will follow up with Stifel.

Kate gave an overview of the year to date Profit & Loss. Not a lot of activity over the past few months other than dues income coming in. Current checking account balance is \$20,340. Stifel holdings include \$240,877 in investments and \$18,680 in liquid.

Chrissy Stiles CPA from accounting firm Wahl, Willems & Wilson walked the group through the year-end financial statements.

Rodney Paulo moved to accept Treasurer's Report, 2nd by Carol and approved unanimously.

Junior report

Outgoing Junior Club President Hayley Fernandes and Incoming President Samantha Gambonini gave a report outlining the year's youth activities and thanked the board for support. They were challenged to create a strategy for a membership drive and present at the annual meeting.

Office Manager's report

Currently 220 senior members and 183 junior members.

National Report

Lacey reminded everyone that a large delegation from Holstein USA office is here for the morning meeting. Members are encouraged to attend and bring ideas and feedback to share. Bill Genasci assured the group that tag issues are being addressed at the national level. Delegates to the 2019 National Convention will be Dennis Areias, Joey Airoso, Stephen Mast and Ryan Matheron.

Annual Magazine

Julie Ashton shared rate flyers for this year's magazine. Rates are again staying the same. Kate will send a pdf flyer to all board members when it becomes available. We need to focus on potential commercial advertisers.

Membership activities

The possibility of doing a group tailgate at a Fresno State game was discussed.

Jr Show Contest- there were 30 entries last year, entries due today. A letter with annual magazine ad rates will be attached to the awards.

State Show

Kate reviewed the schedule as decided on by the board during conference call November 11. All in favor of having no sale at the State Show this year. There will be a junior silent auction on Thursday- all exhibitors are reminded to contribute an item.

2020 State Convention

Merced Club is scheduled to host. Club President Dennis Areias was on hand to explain that no one in their club has come forward to chair the event, therefore Merced Club would like to opt out of hosting. Anthony had discussed with at least two club members who are willing to assist- but not be in charge. Anthony will communicate with them and attempt to draft more volunteers as soon as possible to get started on planning. Hank will put together a committee to look at helping clubs host the annual convention.

Other Business

-Dino Migliazzo has two large filing cabinets of old cow pictures, property of CA Holstein, that he would like to pass along. It could be a possible senior project to digitalize the files. Van Exels will take these from Dino to store. They will also get historical files from Ken Melvold.

-Jessica McIsaac shared with the group that Marilyn Herzog is in need of a kidney transplant.

Next meeting is tentatively scheduled for Thursday March 14 at All-West Select Sires office in Turlock. Kate will check on availability of their board room.

Meeting adjourned to closed session at 3:50 pm