

CASCADE COW CUTTERS

January 23, 2016 Meeting Minutes

Present: Brent Stewart, Ross Hansen, Amber Simon, Jane Roundtree, Jack and Sue Kitt, Danny Ziebell, Megan Hunsaker, Nina and Bob Lundgren

The meeting was called to order by Brent at 1:20

Fairgrounds Contract

Brent, Danny, Ross, Jane, Jack and Sue attended a meeting with the fairgrounds manager, Mickey Webb, earlier in the day. They discussed the following items with him based on discussion at the last board meeting:

- Fixed rate for the set up and tear down process – Mickey will look at some figures for this and respond in the next few business days.
- Arena maintenance – the fairgrounds has no issues with CCC bringing in their own tractor to work the ground during the shows. Brent and Ross are exploring the option of getting Washington Tractor, the local John Deere dealer, to sponsor us by donating the use of a tractor each weekend for our shows. CCC will also be doing our own arena watering at the shows. This will allow us to save money on the fairgrounds contract.
- Camper counts – there were some discrepancies in count numbers at 2015 shows. Jane informed the board that she had disputed the invoices and the fairgrounds credited the amounts back using our camper counts. To avoid this in the future, the fairgrounds staff will be instructed to check in with the CCC office to compare counts each day. In addition, Sue will provide Jane with the numbers after each show so that Jane will be able to ensure that the invoices are correct.
- Stall fees - The stall fees are staying the same with a \$15 per stall per day fee paid to the fairgrounds. The difference this year is that no shavings will be included in that cost. The fairgrounds will charge \$10 per bag of shavings and the club will be responsible for the key to the shavings storage area. There was extensive discussion about how we should approach supplying shavings for the club members without it being a financial or labor intensive burden on the club. The fairground's management has no issues with outside shavings being supplied. Amber will talk to Old Mill and Arnold's Ranch & Home to see if they are interested in helping supply the shavings to our members at a better rate and with more feasibility in obtaining the shavings when they are needed. The board will then need to determine a stall rate to charge the members.
- Sand – the fairgrounds may allow us to store the sand each month in the old shavings pit; however, the sand needs to be removed from the grounds after the August show because of the fair in early September. Mickey will be meeting with the County Commissioners on February 15th to find out if we can store sand on-site and he suggested that we ask Iron Horse Brewery if we can store the sand on their property before the September show. Ross will also talk to Bill Grady to see if he will help us move the arena materials so the club doesn't incur the expense of hiring Reecer Creek Excavating.
- Manure clean-up fee - there will be a flat fee of \$125 for cleaning up manure from throughout the grounds after the show. In the past, the contract has contained a \$10 per pile fee.

- Cattle pen setup – members of CCC will need to meet with the fairgrounds staff before the first show to review how this will be set up. There is also the potential of holding cattle overnight in the rodeo stock pens at a cost of \$10 per pen.
- April meeting room – The Heritage Room is reserved for a meeting at the April show. We can look at holding a small fundraiser (ie: dessert auction) during this gathering.

Stallion Auction Update

Nina gave an update on the stallion auction progress. Her airline ticket for going to Ft. Worth was approximately \$377. She will send an invoice to Jane. By being there in person, she obtained some stallion breeding contracts for stallions from other disciplines that we probably would not have otherwise obtained. Nina reviewed the number of hits on the website for last year. We had over 500,000 hits on the stallion auction last year from all over the world. In January this year, we have had over 3,000 hits since the auction opened on January 20. \$6,050 has been bid so far. We are also running an ad to try to attract non-cutters. There is a \$100 cost to run an “e blast” through the website manager and we will run 2-3 of those during the time the auction is live. Nina went through several handouts related to the auction. Nina’s committee has come up with several suggestions of how the money raised can be spent. Suggestions ranged from increasing added money to promoting a couple of cutting series that conclude with a shoot-out for saddles. It was emphasized that it is important to consider that the fundraiser was promoted to the stallion owners as a way to promote weekend cutting in our area without using the funds for basic administrative expenses. It is premature to make a decision until we know exactly how much money we are dealing with; therefore, Nina’s committee, Amber, and Jane will all meet after the auction closes to come up with formal proposals and associated budgets for each. Those proposals will then be brought back to the board.

Cattle Update

Brent spoke to Marcus Mays who told Brent that Marcus and Sam Kaiser decided that \$40 per head would be the fee for 2016. This is up from \$37.50 last year. Sam is not charging tax while Marcus is charging tax (tax at 8% makes a per head cost of \$43.20). According to Marcus, Sam will be supplying the cattle for April, May and July while Marcus will have enough cattle to supply the August and September shows. There was further discussion for the need of an actual contract with the cattle suppliers to keep them from charging us additional fees (ie: hauling from Grant County) if they find themselves short on cattle at the last minute. Since the cattle fees drive the entry fees, Amber and Sue will now determine the new entry fees to cover the cost of the increased cattle costs. Since Sam will be charging \$40 per head and Marcus will be charging \$43.20 per head, an average may need to be used to determine the fees for the year.

Bonina Affiliated Shows

Ross made a motion to co-approve the March 12-13 show at Bonina. Megan seconded the motion and the vote was unanimous to approve that show. There was further discussion about the potential of the multiple show series involving both the Ellensburg shows and the Bonina shows. In addition, the \$10 co-approval fee that is a voluntary fee for the members who show at Bonina can generate a considerable sum of money for the club that could potentially be used to offset the sand costs for the Ellensburg arena. Amber made a motion to co-approve all Bonina shows that fall before the September Ellensburg

show. In addition to the March show at Bonina, this would include the May 21-22 show at Bonina and the July 16-17 at Ukiah. Jack seconded the motion. The vote was unanimous to approve the shows.

2016 Show Fees

Now that the cattle costs are known, work can begin to set the 2016 show fees. There needs to be clarification on the breakdown of the office charges, the video charge is going up to \$7 per run, and the cost of sand is not expected to go up. Amber and Sue will work together to create the spreadsheets which will help to set the fees. Fee approval can be handled through e-mails with the Board.

A motion was made by Ross to drop the fee to \$20 for flag works. Danny seconded the motion. The vote was unanimous to approve the fee reduction. There was further discussion about ways to make sure that everyone documents their works on the sheet so that we are sure all works are paid for.

Finance Update

Jane handed out a P&L through December 2015. We have \$15,000 in the bank account. We made \$7,300 in 2015 and that was after writing off \$10,000 in depreciation on our assets. Jane will get the 1099's out soon and the tax return will be done in April. There are separate bank accounts for the Youth and Nading Memorial funds.

2016 Points and Membership Fees

To change fees and points, we have to change the by-laws. The consensus is to not change the fees and points system for 2016, but to plan ahead for 2017. The issue of updating the by-laws is tabled for now. There also needs to be consideration of updating the by-laws to allow for electronic voting without everyone being physically present for a meeting.

Food Vendors

Nina is going to check with Eva and Ramiro to see if they are interested in coming back as our food vendor. If not, then Nina will call Rusane to see if she will set up the taco wagon again.

Committee Updates

- Sponsorships – Jane reported that they are working on the tractor sponsorship for the arena maintenance. The shavings situation could also yield a sponsor through the feed stores.
- Fundraisers – Brent will recruit a committee, Megan will help
- Finance/Budget – The earlier discussions covered this area.
- Awards – no report
- Judges – Jack reported that John Paxton is hired for April, Nina will set up his travel
- Banquet – Jane requested a budget for the banquet; there was discussion of holding the business meeting on Friday with Saturday being purely a social occasion; there was also discussion about seeing if we could give back to the membership by having the banquet be free to members.
- Social – Megan is looking at a potluck for the April meeting with a dessert auction, a wine tasting gathering in May, the annual chicken potluck in July, and a potential for a Pro-Am, Bridleless Class, or other such event for August.
- Youth – no update.

Non-Member Website Advertisement Fee

It was decided that members can advertise in the classified part of the website for free; non-members need to become a sponsor in order to advertise in the classifieds.

Brent made a motion to adjourn. Megan seconded the motion. There were no objections. The meeting was adjourned at 4:30.