

KAAA BOARD MEETING
DODGE CITY, KS
AUGUST 27, 2008 1:00 pm

CALL TO ORDER: 1:05 pm

Robert Grace
Tim Tyree
Kathy Diehl
Jill Jordan
Travis Lattin
John Holzmeister
Craig Stratton
Rick Vrbas
Tim Bonnell, Jr.
Angie Banz

guest: Sean Kelley

MINUTES: *Motion to approve, Second. Carried*

TREASURER'S REPORT: (Kathy) All expenses pretty much like last year. No invoice from Chris again for her lobbying dues, so this year compared to last year is higher by the amount of her fees only which haven't been paid yet.

Investment interest – Kathy checked with two different sources for investments, since interest on our current CDs has bottomed out. KAAA needs to decide what type of investment they want, short or long term. One source that is very stable, but lower interest, about 6%, the other source would be more stock related, and much more volatile. Annuities are also an option, but early withdrawal is subject to penalty. Principal and rate are stable. This topic requires too much discussion. Suggestion that this topic be brought to the membership to ask their feelings on how they would like to have their money invested. Table this item until after the annual meeting. There is currently \$25,000. in a money market that needs to be invested. 27 month option at 4.06, or 18 month option at 3.3. Board agrees to the 27 month plan at higher interest. IF the money needs to be withdrawn, the penalty isn't that great to justify taking the lower rate for lesser time.

MOTION TO INVEST THIS PARTICULAR SUM OF MONEY IN A 27 MONTH CD OFFERING 4.06% INTEREST – SECOND, CARRIED.

\$1,900. in scholarship donations have been received this year for Betty Whitaker, Bonnie Deines and Harold Farthing (Janet Murphy's father). Kathy would like to order some thank you cards for KAAA to send to donators. Board agreed to let Kathy order the cards.

MOTION TO APPROVE THE TREASURER'S REPORT – SECOND, CARRIED.

LEGISLATIVE: Tony had no report. Chris Wilson has been invited to speak to the group on Wed. afternoon preceding convention this year, to give us a more in depth report of current legislative issues.

INSURANCE: (Tim Bonnell, Jr.) Not much change. Still five ag companies, still in soft market, although rates may be nearing the bottom level and starting to stabilize. Not much more word on the Pro Air program. PIM is looking into an ag pilot life program.

MEMBERSHIP: Cary Rucker not present, no report.

PUBLIC RELATIONS: Tony said he had no report

SAFE FLY-INS: Colorado fly-in in LaJunta scheduled in last September. Some info has been sent out by CAAA. Anyone interested is urged to contact Dolle Lehrkamp.

FIRE SUPPRESSION: No report – no word from Dusty. No one responded to any fires this season.

SCHOLARSHIP: Jill questioned who makes the decision on who is awarded the scholarship. This year's recipient was sponsored by one of the committee members, and a person who worked with that committee member, and another person from the same hometown as the recipient. Should there be more diversity in the review committee, or changes to the way the scholarship recipient is approved? Should the scholarship be a member benefit, with members children being given priority?

Jill was asked to put together a committee of WKAAA to amend the scholarship award process to develop a "criteria sheet", with different options being "weighted" to give applicants more "points" for specific areas over others, instead of just giving a general approval. If this could be done by convention, then the board could possibly approve that new criteria at a meeting following the convention. Developing a criteria makes the process more transparent, and less questionable.

NAAA – (Doug) nothing to report at this time.

CONVENTION – cover under new business.

NOMINATIONS FOR OFFICERS:

Board positions – John and Jeff have both agreed to serve another term. We also need an NAAA director, who can be a member of the board, but doesn't have to be. Jeff has agreed to take that position also. We need a VP nominee. Jill said that Terry Jordan would accept a VP nomination if no one else comes forward. Doug thought that the NAAA director should have experience serving on the board.

Board accepts Jeff as nominee as the NAAA director.

Board accepts Terry Jordan as nominee for VP.

Jeff said that Wayne Raney has expressed an interest in serving as a board member, so that we have two directors, and Jeff as NAAA director. Jeff and/or Robert to contact Wayne to see if he's still interested.

NEW BUSINESS:

Travis Lattin has been accepted to the NAAA leadership training program.

Website – do we need a facelift now, or wait a while? Recent changes have really improved the website. Board feels that we don't need to make any additional changes at this time. Robert received some info from a company that promotes organizations and websites. Board doesn't feel we need to promote our website to anyone outside the organization.

Meeting minutes should be on our website in the "download" section. Robert and Angie will see to this.

Convention – allied members holding events. General idea, not tied to any specific allied members. Much discussion about whether the opening night event is a "KAAA" event, or an independent event. Tim Tyree feels that if KAAA needs something on the evening prior to convention, then KAAA should sponsor it. This whole issued evolved from two allied members coming forward to provide an event for the opening evening, to attract attention and draw members to come in early. Then last year a different company hosted an event, and felt that it was a "KAAA" event. Robert feels that the difference is whether a sponsoring company advertises that event separately, or if the advertisement is sent out with the registration

packets. Bonnell, Jr., said that NAAA just decided that if there is an NAAA event, no other event can be scheduled at the same time. Doug said that the NAAA decision was that other events can be held, it just isn't advertised by NAAA and isn't on the NAAA schedule. Sean and Tim feel that allowing more than one company to host an event on any night "fractures" the benefit of that event, so there should only be one event allowed on a specific evening.

Robert feels that if there is more than one event being proposed for any one given evening, then there are multiple events, and the membership can decide which event they want to attend.

Angie offered that historically the only events that KAAA has sponsored are the meals and recently the Thursday afternoon social hour. These are events that KAAA provides, and pays for – in some years there is allied sponsorship to help offset the cost of these events, in some years there isn't and KAAA is stuck paying the tab. The hospitality suites that historically have been held by UAP and Helena have been taken care of by those two companies, and they don't ask for KAAA advertising or scheduling.

Bonnell, Jr., also reiterated his feeling that if a company has sponsored an event, they should automatically be given the option to host that event the following year. The fact that was brought up that in that case, the sponsors of the Wed. evening event the first year it was held (Hardy/Cerexagri) should have first rights of refusal. Bonnell disagreed.

Bonnell then brought up the idea of asking for allied funding, and banners or posters would then be made to show the amount of funding that allied company sponsored (gold level, silver level, etc.) This would be an idea to have a set amount of money that can be donated, for each level. Then the money donated can be used by KAAA for whatever event they need, instead of one allied company sponsoring a specific event, and their name being tied to only that event.

Jill asked what Bonnell has against multiple events being held on the same evening, if it's their own company idea. Bonnell said that he had no problem with that. His concern is that an event would conflict with a seminar or meeting time.

Jeff feels that the decision is whether KAAA wants an event on the opening night of the convention, and KAAA is liable for that event and has to pay for it whether or not they receive any sponsorships, or if they want to leave it to allied to do something on their own. Bonnell feels that sponsorship of this event could be resolved with the scheduled level of sponsorship that he suggested. If KAAA decides to "host" an event on the opening evening, who decides what that event involves?

Board likes the idea of the "platinum/gold/silver" level sponsor plan, and Tim and Rick will make every attempt to get this going this year.

Proposed levels: \$50-\$249, \$250-\$499, \$500-\$999, \$1000-\$1999, \$2000+ Diamond, platinum, gold, silver, bronze. These sponsorship amounts are above and beyond the registration fees. The funds also need to be dedicated at least 30 days prior to the convention, so that the banners can be fashioned.

MOTION TO APPROVE THIS PLAN: SECOND. CARRIED.

This sponsorship schedule is to be listed in the convention program, on our website, etc., to give the sponsor maximum visibility.

Bonnell said he would take care of getting the banners and any other signs to promote this sponsorship for the allied members.

Now KAAA is responsible for scheduling and hosting the opening evening event. If an allied company wants to host another event on their own, they're free to do so, with the encouragement that their event not conflict with the KAAA event.

Board would like a reception on the opening evening of the convention, perhaps 5:00 to 7:00, then allied members are free to do their own thing later in the evening.

50th anniversary ideas: The board decided that we will have some special drawings that WKAAA will take care of.

Raffle: UAP will once again provide a shotgun, other sponsorships are being gathered, all monetary donations at this time, to use as we choose. Prize ideas: Garmin GPS, TV, women's package of some type, cash - 20 ea. \$50. bills (to promote the 50th anniversary idea) - sponsored by KAAA. Ticket prices: \$10.each, 6 tickets for \$50., 12 tickets for \$100., etc.

Possibility of moving the convention back to Nov. 9-13 next year? Majority of board members feel we should try it – present this to membership at general meeting.

Consideration of hiring an executive director – we currently don't have one. This would be a person that would work solely for the association, instead of having the setup that we do now, where our secretary has a full time job, and tries to fit KAAA into her spare time. An exec. director keeps the board on a timeline, focuses completely on the organization. Check into cost – and what that person can provide for the association. Board needs to determine what they want the exec. director to do. Tim Tyree said he would check with Sandy at OAAA to see what she does for the association and what she is being paid.

Robert asked if any of the board members would be interested in holding a short board meeting on Friday afternoon after convention to discuss of the items that will be discussed at the business meeting. Everyone was in agreement that they could stay for such a meeting if needed. This is to be decided at convention.

MOTION TO ADJOURN – SECOND, CARRIED.