

**WCO Board of Directors Meeting**  
**Oxbo International**  
**12/7/23**

Roll Call: Pat Johnson, Bill Smith, Isaac Lemmenes, John Osterhaus, Randy Clark, Exec Director - Maria Woldt, Pat Johnson, **On the phone:** Amanda Krepline, Jeremy Heim, Joseph Sanford, Brian Luck

Absent: None

Bill Smith called the meeting to order at 10:54 AM

**Agenda Approval:** Motion was made by Randy, seconded by John. All were in favor. Agenda approved

**Approval of Minutes:** Motioned by Pat, seconded by Randy. All were in favor. Minutes were approved.

**Special Projects Committee:** The member survey is currently the largest project that the special projects committee is working on. Brian Luck was on the phone to discuss a potential partnership with UW for the member survey. UW conducts a custom rate survey every two years and wanted to know if WCO wanted to partner on it and contribute funds for data processing. Discussion was had. **Pat made a motion to keep doing the survey in-house, and not to partner. John seconded the motion. The motion passed.** The board is interested to see how the survey works for UW and can circle back in a few years if there is another partnership opportunity. There was more discussion about opening the WCO survey to a regional audience. John has some contacts through USCHI that he will share the survey with once it is ready. A few questions will be added about state that operators work in outside of Wisconsin. There will be a \$25 Kwik Trip gift card offered for doing the survey and a grand prize winner for \$1000 will be drawn at Symposium.

**Treasurers Report:** Maria gave the treasury report. We reviewed the financials from this year and our projected budget for 2024. We discussed the costs rising for everything but also have hopes that income from December will help. Auctions are helping to offset sponsorship losses due to consolidation and level changes. Trying to be conservative in spending will help us out incredibly. Maria went over our investment portfolio. WCO checkbook total is \$63,310.64 as of Dec. 1. **Randy made the motion to approve treasurers report, John seconded. All were in favor. The treasurer's report was approved.**

**Presidents Report:** Bill presented the board with Maria's updated contract for 2024. The only change to the contract is that Maria is seeking a higher yearly fee. Discussion was had about Maria's duties and costs associated with sourcing talent for those duties. **Isaac made the motion to increase the yearly fee to \$21,500, paid quarterly. Jeremy seconded. All were in favor and the motion passed.**

**Executive Directors Report:** Maria went over the topics for Symposium. Currently schedule is drafted and don't see many changes coming. The member/sponsor brochures will be going out soon. There are currently 147 active members in WCO which is still slightly down from our all-time high in 2019, but rebounding nicely, year over year since the pandemic forced the Symposium to go online in 2021. Sponsorships went out last week. Due to some sponsors not paying on time, all unpaid sponsorships will be "deactivated" on the WCO website after Dec. 31. We need to work closely with MFA to ensure that all Symposium exhibitors have in fact paid their sponsorships. The Hansen auction is still currently running until December 12. There are approx. 120 nice items avail for bidding at the time. Auctions are a great source of revenue for WCO. We will host another auction in March, info will come out in February.

### **Committee Reports:**

**Scholarship Report:** Joe gave the report. Maria is currently starting to collect 1<sup>st</sup> semester grades for the scholarship applicants. The new addition to the scholarship that emphasizes trades has been received well and will continue. Two of the four winners in 2023 were CDL students. Hoerth scholarship will stay for educational only. The applications are due May 1<sup>st</sup> for the scholarships.

**Recruitment/Nomination Committee:** There are two spots up for election in 2024. Southwest and Southeast region directors. Bill Smith will retire; Bruce Dannenberg from Triple D Farms has been contacted and will run for the spot. Pat Johnson is up for a second term. All candidates sound like a great fit for the board. Postcards will be mailed out for annual meeting.

**Safety/Regulations Committee:** Maria gave an update on WI Act 28 which was signed in August, extending the duration of the Farm Service CDL. There are other regulatory items in the works and WCO continues to keep an eye on it and engage where it makes sense. There have been some manure hauling moratoria and hearings that have been popping up. Some operators said that have heard of townships asking farms to purchase permits to haul manure. This is a way for some towns to get additional revenue, although the permit fees are low for now. There has been talk of more expensive fees, but nothing has been confirmed at this time. On the agenda for Symposium the safety meetings are highlighted in yellow and only one is required to keep safety certification. The MFA received a grant to help cover the conference.

**Education/Conference Committee:** The agenda finalized for Symposium. There are some relevant topics about business development, family business, OSHA, cover crops/conservation, DOT Q/A and more. The costs are going up at Chula Vista for the Symposium. We will have our meeting at 6 pm Monday evening at the Symposium. Please sign up for helping as far as greeting, tickets, surveys, intros, etc. Tuesday Maria would like board members to wear polos and Wednesday the dress shirts. Meyer Manufacturing will again have two gift cards for drawing at the event.

**Old Business:** Ideas about how to grow WCO were discussed. Would like to really expand to a regional audience. Keep this going and see what can be done to continue our growth and partnerships.

**New Business:** There is no new business.

**Adjournment:** Randy moved to adjourn. John seconded. All were in favor. The meeting was adjourned.

Tour of Oxbo International was a great tour! Hoping everyone has a Merry Christmas and Happy New Year! See everyone at the Symposium!

Respectfully submitted by Maria Woldt for Amanda Krepline, who was combining at the time of the meeting.