

WCO BOD Meeting

Driftless Glen Distillery, Baraboo, Wis.

7-18-23

Roll call: John Osterhaus, Isaac Lemmenes, Randy Clark, Exec Director - Maria Woldt, Pat Johnson, Joseph Sanford. **On the phone:** Amanda Krepline, Jeremy Heim. **Guest:** Monica Osterhaus

Absent: Brian Luck, Bill Smith

The day started off with a tour of the distillery, came back to meeting room for board meeting

Vice President John Osterhaus called the meeting to order at 5:09 PM

Agenda approval: Motion was made Randy, seconded by Isaac. All were in favor. Agenda approved.

Approval of Minutes: Motion was made by Randy, Seconded by Pat. All were in favor. Minutes approved.

Treasurers Report: Maria gave the treasury report. Went over financials and explained to new members about our income and when and how it comes in. We discussed rising costs and how it affects our budget. Maria added information about our recent investment statement. Money that was lost last year is coming back, and we are getting close to 2021 numbers. **Randy made the motion to approve treasurers report, Amanda seconded. All were in favor. The treasurer's report was approved.**

(Vice) President's Comments: John started a round table discussion on things that are on custom operator's radar. Common themes were labor and the weather. There will be lack of hay this fall and winter, but on the bright side, there is so much manure that is getting out which will help keep pits at low levels. Recent rains have helped with crops for the year, and things should finish ok.

Executive Directors Report: Maria went over the membership and sponsorship update. There are 145 WCO members, which is approaching 2019/2020 levels, which were record years. A list of non-renewals was distributed so that board members could contact anyone that they know. Sponsorship payment was also discussed. There are an increasing number of sponsors that are late to pay, causing extra time and efforts from Maria. In two cases, sponsors did not pay, however they took advantage of discounted Symposium booth rates. Maria will work with MFA to ensure that these companies do not get the discounted rate in the future.

WCO will again host a fundraising auction with Hansen Auction Group. WCO will receive 2% of the 10% sellers fee.. There is a 2500 minimum to keep items in the auction to things that people want. The group discussed having an auction in December to try to capture people looking to purchase at the end of the year. The last date that we can take consignments is November 27th. Ideally nearly all consignments will be in by the 17th of November. Advertisement fliers will be created around the 5th of November, so items consigned by then will get a larger amount of advertising attention. Auction will then be live on November 28th, and close December 12th at 6:00 PM.

Committee Reports:

Scholarship Committee: Joe gave the report. He discussed the groups decisions on the scholarship winners and their credentials. New this year, the program was opened to students pursuing CDL and

other career training type programs. There were four solid applicants. Joe asked if the board wanted to consider funding all four candidates as they all met the criteria. Jeremy made a motion to offer once additional \$1,000 WCO scholarship to the remaining fourth candidate. Randy seconded. The additional candidate was funded.

Recruitment/Nomination Committee: The board discussed the members that have not renewed and ways to start reaching out to them. The group also brainstormed people to replace the spot that will be opening on the board. Bill Smith will retire, and Pat Johnson is up for a second term. One candidate was suggested, and Maria will make contact.

Special Projects Committee: Maria went over the final data analysis from Nate Dudenhoffer on our member survey. The value was discussed and the frequency of the survey. The group will continue to do a survey, for consistency of data, every year should be maintained. The board feels that the survey is best in class and wants to know more about how the Iowa Custom Rate survey is managed and conducted every year. The board also wants to know more about if USCHI can get involved to make the survey more national. Overall, the board wants to get more people to know about the results. Maria will investigate it.

Safety/Regulations Committee: Maria gave an overview of the general policy updates. The 2023-2025 biennial budget was recently signed, and Maria went over all the pro-ag things that are included. She also gave a recap of the farm service CDL meetings and hearings. There will be a public bill signing coming up soon for Farm Service CDL.

Education/Conference Committee: Maria discussed the education committee ranking of topics. The committee met virtually to rate topics because it's too hard to get together in person or virtually. Good feedback from sponsors. The board reviewed the committee's pick of topics and gave additional feedback. Maria will start to work on contacting speakers in August.

Old Business: None

New business: None

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

Next meeting will be held. Dec. 7 at Oxbo International in Clear Lake, WI. Maria will contact everyone about getting a block of hotel rooms.

Respectfully submitted by Maria Woldt, on behalf of Amanda Krepline.