

WCO BOD Meeting

H&S Manufacturing

12-5-24

Roll call: John Osterhaus, Randy Clark, Exec Director - Maria Woldt, Brian Luck, Bruce Dannenberg, Jeremy Heim. **On the phone:** Brian Luck, **Guests:** Heim Brothers Custom crew members

Absent: Isaac Lemmenes, Amanda Krepline, Joseph Sanford

President John Osterhaus called the meeting to order at 11:00 a.m.

Agenda approval: Motion was made Jeremy, seconded by Bruce. All were in favor. Agenda approved.

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

Treasurers Report: Maria gave the treasury report. Went over financials and explained cash flow for 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. YTD investment income is roughly 25k. Over 10k profit from auctions with Hansen Auction group, this will be less in 2025 due to a reduction in percentage. An initial read of the WCO 2025 budget was presented. Will be voted on in February. **Randy made the motion to approve treasurers report, Jeremy seconded. All were in favor. The treasurer's report was approved.**

President's Comments: John started a round table discussion on things that are on custom operator's radar. Common themes were weather. Some areas of the state had near perfect growing conditions, while others experienced crop losses and dramatic yield reductions. Combining was about a month ahead due to dry conditions. In SW Wisconsin the yields were some of the best they have ever been.

Executive Directors Report: Maria went over the membership and sponsorship update. There are 150 WCO members, which up a few compared to last year, but still approaching our record high years of 2018/2019/2020. In 2023, we had 147 members, in 2022 145 members, in 2020 154. All time high was 2019 at 167 members. Sponsorship payment was also discussed. Renewals are looking good so far. We gained a new Platinum sponsor in Zimmerman Manufacturing, and new Silver sponsor in Heim Brothers Custom. H&S and Oxbo will be combining sponsorships in 2025 and so there will be a net loss there.

WCO is in the midst of a fundraising auction with Hansen Auction Group and bids close on Dec. 12. WCO will receive 1% of the buyer's premium. The group discussed having an auction in December to try to capture people looking to purchase at the end of the year. After the first of the year, Maria will contact Hansen to discuss plans for the next manure-affiliated auction which takes place in March.

The next item discussed was the relationship with PNAAW and if WCO would consider serving as the administrative home for the PNAAW group. There are 26 paid members currently and they do not receive any services for their membership. For many reasons, it may be a good time for WCO and PNAAW to combine forces. Several scenarios were discussed, and ultimately, the WCO board is interested in pursuing this option. The next step is to invite the PNAAW board to the Mon. Feb. 17 WCO BOD meeting to talk about options and get to know each other better. The goal would be to take 2025

to finalize a plan and then phase in over time. Maria will contact the PNAAW board and WCO legal to talk about options.

Committee Reports:

Scholarship Committee: There are four candidates for the current cycle. Pending grades that meet the criteria, candidates will be paid in the new year. Recruitment for 2025 will begin in March via the WCO website.

Recruitment/Nomination Committee: There are two spots opening on the WCO board. Amanda Krepline is eligible for a second term and Isaac Lemmenes has reached his two- term limit. Candidates were discussed for both openings. Promotion of the openings was discussed.

Special Projects Committee: WCO will work with Nate Dudenhoffer again on our member survey. The board feels that the survey is best in class but could be organized better and made more accessible. WCO survey will be organized similarly to the Iowa rate survey in addition to the current visualization. Overall, the board wants to get more people to know about the results. Maria will again send the survey out to USCHI to share with their forage members working through Mandi. There will be a 25\$ incentive to take the survey and a \$1,000 grand prize.

Safety/Regulations Committee: Maria gave an overview of the general policy updates and general IOH issues that members had this past year. CDL training – on the DOT website, there is information to become a certified CDL trainer and more businesses should do this for their employees so that they can sit for the test in a cost-effective manner. There will be state budget listening sessions across the Wisconsin this spring as the Gov. crafts his budget. Legislative session starts Jan. 6. Election results were discussed.

A forage safety day in conjunction with USCHI continues to be discussed for 2026. The biggest hurdle is the time of year. There are currently no national options for forage safety training. USCHI has some funding for such an event, and they could help with the planning, staffing and facilitation. The board agreed to do some legwork to help gauge interest in the event. Maria has talked to John Shutske about some of the speakers. The UW Arlington facility was discussed as a venue. Next steps are to form a committee and have a conference call in 2025 after Symposium. Jeremy also brought up that he is in favor of an insurance based/safety type event like what was done previously in Kimberly. It was a great learning and networking opportunity for members.

Tim Focchi from Wisconsin Farm Bureau will be talking at Forage Symposium, and this will be a combined session with manure haulers talking about DOT IOH enforcement.

Education/Conference Committee: The agenda finalized for Symposium. There are some relevant topics about debt planning, ag advocacy, estate planning, innovations in custom services, and IOH/AgCMV updates 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: None

New business: None

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

Tour of H&S Manufacturing followed the meeting. Hoping everyone has a Merry Christmas and Happy New Year! See everyone at the Symposium!

Next meeting will be held 6 p.m. Mon. Feb. 17 at Forage Symposium.

Respectfully submitted by Maria Woldt, on behalf of Randy Clark