

WCO Board of Directors Meeting
Meyer Manufacturing, 674 Co Rd A, Dorchester, WI 54425
Thursday, December 4, 2025, 11:00 a.m.

Roll Call:

John Osterhaus, Randy Clark, Exec Director – Maria Woldt, Bruce Dannenberg, Charlie Schultz, Dana Cook, Dave Eisentraut, On the phone: Joseph Sanford, Brian Luck

Guests: Troy Meyer and Jim Kappel

Absent: Steve Pesik, Jeremy Heim, Isaac Lemmenes, Pat Johnson

Troy Meyer kicked the day off with welcome comments and background about Meyer Manufacturing

Call to Order and Quorum Confirmation

President Osterhaus called the meeting to order at 11:10 a.m. A quorum was confirmed.

Approval of Today's Agenda

A motion was made by Charlie and seconded by Dana to approve the agenda as presented. The motion carried and the agenda was approved.

Approval of Previous Meeting Minutes

A motion was made by Randy and seconded by Bruce to approve the minutes from the July 17, 2025, meeting. The motion carried and the minutes were approved.

Treasurer's Report – Schultz/Woldt

Maria Woldt presented the financial report covering January through November, including a review of Q3 investment performance for WCO. Financials for both WCO & PNAAW accounts were discussed.

A motion was made by Dana and seconded by Dave to approve the treasurer's report as presented. The motion carried and the treasurer's report was approved.

Maria Woldt also provided a preliminary review of the 2026 budget. Key assumptions, projected revenues, and anticipated expenses were discussed. A projected budget shortfall reflects increased sponsorship investments, speaker costs, and overall increasing operational costs. However, WCO is in a strong cash position and can absorb a small budget shortfall,

should there be one. The budget will be finalized and brought forward for approval at the February meeting.

President's Comments – Osterhaus

President Osterhaus welcomed attendees, and thanked Troy Meyer for hosting. He then invited each board member to provide updates.

The board reviewed the Executive Director contract. Discussion was held regarding increased fee structure and performance. A motion to approve was not needed because the Executive Director reports to the board president, who has the authority to approve the contract on behalf of the board.

Executive Director / Administrative Report – Woldt

Executive Director Woldt provided updates on annual meeting planning, membership renewals, and sponsorship activity. Membership and sponsorship renewals for 2026 are underway.

WCO participation in Dairy Strong (January 14–15) was discussed, noting WCO's role as a sponsor.

Updates were provided on the current fundraising auction, which is scheduled to end on December 9. Additional auction opportunities, Manure Expo profit-sharing, and BSTP updates were also reviewed. There will be another auction in the spring that will be manure themed. Board members noted that Hansen continues to be good to work with. A few other companies are interested, but Parker at Hansen is awesome, and it would be hard to top how easy Parker makes it for sellers.

Scholarship Committee Report – Sanford/Woldt

Joe Sanford and Maria Woldt provided an update on the 2025 scholarship recipients. The three scholarship winners will be paid in 2026, pending receipt and review of first-semester grades. Plans for collecting and reviewing grades were discussed. Winners in for the 2025 program are Izzy Dannenberg, Hailey Zerneke, and Mason Heise. A press release will be sent in March.

Recruitment and Nomination Committee –Woldt for Heim

Maria Woldt reviewed the candidate slate for the upcoming annual meeting election. Candidate profiles will be included in the annual meeting book and names will appear on the ballot.

The following candidates were confirmed:

- John Osterhaus, Silver Streak Ag Services – At Large Director
- Jeremy Heim, Heim Brothers Custom – North Region Director
- Randy Clark, RCI Engineering – Corporate Representative

An open corporate board position was noted due to Steve Pesik's retirement. A special election will be had for this spot at the annual meeting for the remaining two years left in the term. After that term expires, the person could run for a three-year term.

Plans for promoting the annual meeting on February 18, 2026, were reviewed, including reminder postcards, newsletter content, social media, website updates, and email communications.

Special Projects Committee – Woldt

Maria Woldt provided updates on ongoing special projects, including the annual member survey and the development of the 2026 one-page data summary using 2025 data. Emphasis will be placed on ensuring manure custom rate data is clearly presented by hour and gallon.

Final analysis of the member survey will again be completed by Dudenhoeffer Agricultural Technology Acumen.

Incentive plans for survey participation were reviewed, including the continuation of a \$25 per entry incentive and a \$1,000 grand prize. Additional winner options were discussed, and the board decided to keep incentives as is.

Safety and Regulations Committee – Woldt

General policy and regulatory updates were provided. There are ongoing legislative discussions about potential solutions for continued ticketing of manure semis. There is a lack of uniform enforcement for these vehicles, with some law enforcement considering them Ag CMV's and some not. This lack of certainty presents operators with real challenges and has left some to register all semis even if the law states they don't need to. WCO is staying engaged in conversations with other ag groups on some potential legislative options.

Plans for the April 9 Safety Event in Arlington were reviewed, and it was noted that registration is now open. Certification sessions planned for the Symposium were also discussed. Postcards and other marketing will be provided to Mandi at USCHI.

Education and Conference Committee – Osterhaus/Woldt

President Osterhaus and Maria Woldt reviewed board member responsibilities and scheduling during the Symposium. Discussion included session survey distribution, gift card incentives, and appropriate dollar amounts.

The group reviewed WCO educational sessions scheduled for the Symposium.

Old Business

No old business was presented.

New Business

The board discussed the need to begin planning for what the board structure will look like at the conclusion of the WCP/PNAAW affiliation period. As the organization has grown, some of the regional aspects of the WCO board structure may need to be adjusted to better reflect membership distribution and participation. It was also noted that any future board structure should ensure that manure haulers continue to have a clear and consistent voice on the board. This topic will be revisited in future meetings as the affiliation period progresses and more information becomes available.

A special thank you to Meyer Manufacturing for hosting the meeting.

Adjournment

Dana moved to adjourn. Charlie seconded. All were in favor and the motion carried. The meeting was adjourned.

Next Meeting: February 16, 2026, 6:00 p.m., at the Symposium (Laguna Vista Room, Chula Vista)