

WCO Annual Meeting Minutes

Chula Vista Resort – Wisconsin Dells, Wisconsin
February 18, 2026, 8:00 a.m.

Roll call: John Osterhaus, Jeremy Heim, Randy Clark, Charlie Schultz, Bruce Dannenberg, Exec Director - Maria Woldt, WCO members.

Call to Order

President **John Osterhaus** called the Wisconsin Custom Operators Annual Meeting to order at **8:00 a.m.** Members gathered for breakfast prior to the meeting.

Board Introductions

President Osterhaus welcomed attendees and introduced members of the **WCO Board of Directors**, including **Jeremy Heim, Randy Clark, Charlie Schultz, Bruce Dannenberg**. Additional PNAAW representatives and board members **Brian Luck** and **Joe Sanford** were acknowledged.

Sponsor Recognition

Osterhaus thanked **Oxbo/H&S** for sponsoring the annual meeting breakfast and expressed appreciation to all WCO sponsors for their continued support of the organization. Members were encouraged to review sponsor listings in the WCO newsletter and on the association website.

Approval of Agenda

The agenda for the February 18, 2026, annual meeting was presented. Kathy Vanderkinter made a motion and Randy Clark seconded to approve the agenda as presented. All were in favor. **Motion carried.**

Secretary's Report

Secretary **Randy Clark** presented the minutes from the **February 19, 2025, WCO Annual Meeting**. A motion was made by Daryll Manthe and seconded by Isaac Lemmenes to approve the minutes as presented. All were in favor. **Motion carried.**

Treasurer's Report

Treasurer **Charlie Schultz** presented the 2025 financial report.

For 2025, WCO reported:

- **Total income:** \$61,057.89
- **Total expenses:** \$56,910.07
- **Net profit:** \$4,147.82

Including checking and investment accounts, **total WCO assets were \$281,854.22.**

For **PNAAW**, the report included:

- **Total income:** \$2,458.22
- **Total expenses:** \$8,198.00
- **Net loss:** \$5,739.78

Total PNAAW assets, including the money market account, were reported at **\$104,672.92.**

A motion was made by Dave Eisentraut and seconded by Duane Ducat to accept the Treasurer's Report. All were in favor. **Motion carried.**

President's Report

President Osterhaus provided brief remarks highlighting the progress of the organization and the continued collaboration between WCO and PNAAW. He noted the benefits of shared advocacy efforts, joint programming and educational opportunities, and the value of a stronger regional voice for members. Osterhaus emphasized the importance of continued member engagement and feedback.

Executive Director's Report

Executive Director **Maria Woldt** provided an operational update. She discussed coordination with PNAAW on day-to-day activities, shared staffing resources, and collaborative projects between the organizations. Woldt also referenced the conference auction and acknowledged the support of Hansen representatives. She also brought up the Tractor safety event last July now in its third year. Three sessions are planned for March and July 2026.

Committee Reports

Special Projects Committee

Woldt reported that WCO has engaged a consultant to assist with the annual **member survey**. Members who completed the survey will receive a **\$25 gift card incentive**, and a **\$1,000 drawing** would be held during the meeting. Survey results will be summarized for members and clients, with laminated summaries distributed and results posted online.

Scholarship & Awards Committee

Maria gave the report in Joe's absence. She reported that **10 scholarship applications** were received in 2025 and **three scholarships were awarded**.

Recipients included:

- **Hailey Zernicke** – family clients of Milk-n-More Harvesting LLC (Cecil, WI), University of Minnesota – Animal Science, \$1,000
- **Izzy Dannenberg** – daughter of owners of Triple D Farms (Mineral Point, WI), Loras College – Agricultural Communications, \$1,000
- **Mason Heise** – employee of Swiderski Equipment Inc., Fox Valley Technical College – Precision Agriculture (also recipient of the \$1,500 Robert Hoerth Memorial Scholarship)

For **2026**, the scholarship deadline will be **May 1**. Awards will include **one \$1,500 scholarship and at least two \$1,000 scholarships**. The program remains open to students pursuing post-secondary education, including technical trades and CDL training.

Newsletter / Media Committee

Woldt reported that WCO continues to maintain a strong **print and digital presence** through its newsletter and website. The website features the **"Find a Custom Operator"** tool and provides members with industry resources and rate data. Media outreach continues to highlight harvest operations, manure application and transport, safety, and road-sharing awareness.

Education / Conference Committee

President Osterhaus thanked conference sponsors and exhibitors for their continued support. He discussed the process for selecting conference topics and encouraged members to provide feedback through post-conference surveys. The **Midwest Forage Association partnership** and a **new manure management track coordinated with UW-Extension** were highlighted as successful additions to the conference program.

Recruitment & Nominations Committee

Jeremy Heim, chair of the Recruitment and Nominations Committee, reported that **four board seats were up for election**: one At-Large Director, one Northern Region Director, one 3-year Corporate Director and one 2-year Corporate Director vacated by the retirement of Steve Pesik.

The slate of nominees included:

- At-Large Director: John Osterhaus
- Northern Region Director: Jeremy Heim and Amanda Krepline
- Three-year Corporate Directors: Randy Clark,

- Two-year Corporate Director: Jeff Marggi, and Josh Harkenrider

Candidates were invited to briefly introduce themselves.

Election of Directors

President Osterhaus called for additional nominations from the floor. Voting was conducted by ballot for eligible general members, with write-in options allowed. Two corporate members were appointed as ballot tellers, and ballots were collected and counted while the meeting continued.

Safety & Regulations Committee

Maria Woldt reviewed several **state budget investments and legislative initiatives** relevant to WCO members, including:

- Agricultural Roads Improvement Program (ARIP) funding for rural roads and bridges
- Producer-Led Watershed Protection Grants
- Cover Crop Insurance Premium Rebate Program
- Nitrogen Optimization Grant Program
- CDL Driver Training Grant Program
- Dairy Cattle Innovation Program

Woldt also discussed legislative proposals related to farmland ownership restrictions, equipment warranty protections, fertilizer regulations, and farm succession programs.

WCO Certification Program

Woldt reviewed the **WCO Certification Program requirements**, noting that members must attend an **in-person safety training every two years**. Additional training credits may be earned through symposium sessions or approved outside training programs.

Members were encouraged to attend the **April 9 safety training event at the Arlington Agricultural Research Station**, co-hosted with USCHI.

Election Results

President Osterhaus announced the results of the board election following ballot tabulation. John Osterhaus, Jeremy Heim, Randy Clark, and Josh Harkenrider were elected to the board. A motion was made by Charlie Schultz and seconded by Jeremy Heim to destroy the ballots. All were in favor. **Motion carried.**

Member Survey Drawing

A drawing was held for the **\$1,000 prize** among members who completed the WCO survey. Brian Beining of Parkview Feeder Farm was announced as the winner and asked to remain after the meeting for a photo.

Adjournment

There being no further official business, a motion was made by Bill Smith and seconded by Isaac Lemmenes to adjourn the meeting. All were in favor. **Motion carried.** The meeting was adjourned.

Respectfully submitted,

Maria Woldt, Executive Director