

Wisconsin Custom Operators (WCO)

Board of Directors Meeting Minutes

July 9, 2026, 11:00 a.m.

Schultz Bros. Forage Service, N716 County Hwy S, Juda, Wisconsin

Roll Call: Bruce Dannenberg, Jeremy Heim (by phone), Maria Woldt, John Osterhaus, Randy Clark, Charlie Schultz, Dana Cook, Joe Sanford

Absent: Brian Luck, Pat Johnson,

Call to Order

President John Osterhaus called the meeting to order at 11:00 a.m. and confirmed that a quorum was present.

Approval of Agenda

The agenda for the July 9, 2026, meeting was reviewed. A motion was made by Charlie Schultz and seconded by Bruce Dannenberg to approve the agenda. All were in favor and the agenda was approved.

Approval of Previous Minutes

Minutes from the February 16 and February 18, 2026, Board Meetings were reviewed. A motion was made by Jeremy Heim and seconded by Dana Cook to approve both sets of minutes. All were in favor and the minutes were approved.

Treasurer's Report

Charlie Schultz and Maria Woldt presented the Treasurer's Report. The Board reviewed financial statements covering February through July 2026. Highlights included membership and sponsorship revenue, symposium income, auction proceeds, scholarship expenses, programming costs, and current account balances.

A motion was made by Dana Cook and seconded by Bruce Dannenberg to approve the Treasurer's Report and financial statements. All were in favor and the motion carried.

President's Comments

President Osterhaus welcomed everyone and provided opening remarks. Board members participated in a roundtable discussion, providing updates from their operations, regional activities, and industry observations, and lots of talk about the weather and how crops are progressing.

Executive Director Report

Maria Woldt presented the Executive Director's Report.

Updates included:

- Current membership and sponsorship status, including new and renewed sponsors.
- Discussion regarding future online auction fundraising opportunities, including the possibility of holding both December and spring auctions. The group would like to explore a late summer auction in the future as this timing might be better for some members. The winter auction is hard because equipment is in use until December
- Discussion of potential locations and tours for the December Board Meeting. The group suggested the CNH St. Nazianz plant that manufactures sprayers
- Review of the proposed bylaw revisions supporting the continued integration of PNAAW into WCO. Board members discussed the draft language and provided feedback for additional revisions before future consideration.

Bylaw discussion: Potential board structure changes were discussed to fully incorporate PNAAW into WCO. Pros and cons of adding board members were discussed. The board discussed changing from three regions to two (North and South) and that the former Southeast spot be changed to another At-Large position. The SE region is historically challenging to recruit for. This position would be open to all WCO members, and special efforts would be made to actively promote the spot to manure-centric WCO members.

A motion was made by Dana Cook and seconded by Charlie Schultz to change from 3 to 2 WCO regions and repurpose the third spot as an at large spot. All were in favor and the motion passed.

To ensure that there are appropriate opportunities for manure member involvement outside of the board, a special Nutrient/Manure application committee was discussed. A motion was made by Charlie Schultz and seconded by Dana Cook to create this committee. All were in favor. President Osterhaus appointed Dana Cook as the inaugural committee chair.

Scholarship and Awards Committee

Joe Sanford provided an update on the 2026 Scholarship process, including the final selection results. Details about the number of applications received and recipients were reviewed. There was discussion about how many scholarships to give out. There was a clear break in the review data at 3 candidates. There were 6 candidates total. Maria will contact the candidates in July; they will be recognized at the annual meeting. Scholarships are paid out in January after students achieve at least a 2.5 GPA.

Recruitment and Nomination Committee

Maria Woldt reviewed upcoming Board elections in February

Discussion included:

- Bruce Dannenberg's eligibility for a second Southwest Region term.
- Potential candidates discussed included Dane Trustem (Larson Acres), Joe Manthe (County Line Ag), Carlton Lease (Lease Custom Farming), and other possible nominees.

No formal action was taken. Recruitment efforts will continue prior to the Annual Meeting. Due to the bylaw change eliminating a SE director position, the board can broaden their search. Candidates discussed above will be considered for open spots.

Special Projects Committee

Maria Woldt presented the results of the 2025 WCO Member Survey.

The Board reviewed the completed benchmarking report prepared with assistance from Dudenhoeffer Agricultural Technology Acumen and discussed possible formatting changes for future editions, including printed copies, publication frequency, and member distribution.

Additional discussion included ways to increase the usefulness of the survey while maintaining strong member participation.

Safety and Regulations Committee

The Board reviewed the results of the 2026 Forage & Manure Safety Event, including attendance, sponsorships, finances, participant feedback, and future improvements.

Discussion included:

- Event timing
- Arlington venue
- Manure industry participation
- Potential alternate locations or dates
- Future speaker ideas
- Additional safety certification opportunities

The group would like to host the event again in 2027, but the date needs to be earlier. Maria will investigate dates in March. The group wanted the same venue. Maria will engage USCHI to see if this works for them and will ensure that they have adequate marketing opportunities at the event.

Education and Conference Committee

Maria Woldt presented planning updates for the 2027 WCO Conference.

The Board reviewed proposed keynote speakers and breakout session topics, including:

- Multi-state custom operator panel
- Artificial Intelligence applications for agriculture
- Business management and succession planning
- Insurance and financial management
- Workforce development
- Manure application and safety programming

Discussion focused on topic prioritization, speaker recruitment, and conference structure. Maria will begin to reach out to potential speakers in August and September. The board discussed more sponsorship recognition opportunities at the conference itself, Maria will talk to Beth Nelson at MFA.

Old Business

No additional items were brought forward under old business.

New Business

No additional items were brought forward under new business.

Adjournment

With no further business before the Board, a motion to adjourn was made by Jeremy Heim and seconded by Randy Clark. All were in favor and the meeting adjourned at 1:10 p.m.

The next regular Board Meeting will be held on **December 3, 2026**, with the location to be determined.

Respectfully submitted,

Maria Woldt

Executive Director, Wisconsin Custom Operators