

**ASA Board of Trustees**  
**April 20 - 26, 2020**  
**Online Meeting**

Reconvened 9:00 am Monday, April 20 – General ASA Board Session.

Roll Call: Tim Curran, Clay Lassle, Tom Nelson, Mike Forman, Gordon Hodges, Jim Ligon, Cliff Orley, Randy Moody, Barry Wesner, Tom Hook, JW Brune, Kent Brunner, Steve Eichacker, John Griswold, Fred Schuetze, Greg Walthall, Gary Updyke

Legal Counsel: Gene Summerlin

Staff: Wade Shafer, Jackie Atkins, Chip Kemp, Sheldon Ross, Luke Bowman, Lane Giess, Rachel Endecott, Kathy Shafer, Jannine Story, Darla Aegerter, Mahdi Saatchi, Linda Kesler

**EVP Amended Contract.** Discussion led by Tim Curran and Gene Summerlin.

Resolution #1 was sent to the ASA Board of Trustees on Sunday, April 19; the EVP contract and amended contract were posted on the Trustee Confidential Intranet site for review prior to this board meeting.

**Executive Committee Resolution #1:** To move forward with the EVP amended contract as presented to the Executive Committee on April 17, 2020, and presented to the EVP and ASA Board for approval. Moved and seconded in committee. Motion carried.

**ASA Chairman's Report.** Tim Curran

Reflecting on the conditions today and the effects for sales this remaining spring season and anticipation for the fall season.

**Mission Statement and Core Policy Review.** Presented by EVP Wade Shafer.

**EVP's Report.** Wade Shafer

Items discussed:

- ASA Financial Review of Review/Expenses 2009 – 2019
- Stats Comparing to our Contemporaries
- THE and Registration Costs Compared to our Contemporaries
  - THE – ASA didn't want to make it mandatory
  - THE – wanted to make it attract with enough motivation for members to join this program
  - THE – is the program to receive accurate data and more value from the data
- Commercial Bull Usage 2014 vs. 2020
- Advertising Program – Stand Strong Simmental
- Roundup Time – Flow of data is key to the success of an organization in the future
  - Investment in Collecting Data
    - CHR Program
    - CMP Program
    - CXP Program
    - THE – Commercial Program
- Contribution by Partners for Collecting Data
  - ASA leads the Industry
  - ASA Programs have stimulated the IGS Partners to do the same or similar programs
  - Benefit?
    - World's Largest Database
    - Progeny in IGS Database from Common Sires Total = 1,634,642
- Cost Basis Accounting – IGS Database / Average Age of Parent is 5 years.
- Entrusted to transcend traditional breed association limitations to lead the industry.

**Minutes.** Approval of the January 16 – 18, 2020 and February 26, 2020 minutes.  
Moved Randy Moody second Fred Schuetze to accept the minutes as presented. Motion carried.

**2020 Strategic Planning / Goal Setting.** Discussion by Tim Curran.

- Review of January, 2020 Goal Setting where trustees prioritized items that should be addressed in committees. Challenge committees to review each list presented to the committees.
- Strategic Planning to continue either during Fall Board Meeting or January's Board Meeting.

Recess. Recess for committee meetings Monday through Friday with the Board to reconvene on Saturday, April 25 at 7:00 am Mountain.

April 25, 2020 – ASA Board Meeting Reconvened at 7:00 am.

Roll Call: Tim Curran, Clay Lassle, Tom Nelson, Mike Forman, Gordon Hodges, Jim Ligon, Cliff Orley, Randy Moody, Barry Wesner, Tom Hook, JW Brune, Kent Brunner, Steve Eichacker, John Griswold, Fred Schuetze, Greg Walthall, Gary Updyke

Staff: Wade Shafer, Jackie Atkins, Chip Kemp, Sheldon Ross, Luke Bowman, Lane Giess, Rachel Endecott, Kathy Shafer, Jannine Story, Darla Aegerter, Mahdi Saatchi, Linda Kesler

**Financial Report.** Report given by JW Brune and Linda Kesler.

**ASA Publication Report.** Report given by Randy Moody and ASA Publication Staff.

- Overview of ASA Publication with Mission and Core Policies
- Freshen-up the look of *the Register*

**American Simmental Simbrah Foundation.** Report given by Fred Schuetze and Darla Aegerter

- Reorganization/Redirection for fundraising; focus on the 4 pillars (youth, education, science and general).
- Mission Statement: The purpose of the Foundation is to encourage support of worthwhile educational and charitable projects that are of interest and benefit to devotees of the American Simmental Association by public or private contributions.
- Foundation fundraising efforts – new this year; Foundation trustees broke into four subcommittees to help with fundraising efforts: Fall Focus, National Classic/NAILE, Gala Auction/Chairman's reception and corporate.
- Simmi Strong Apparel

**Bull-Session.** Lead by Tim Curran and Wade Shafer; open to the membership in attendance.

Items Discussed:

- Term-limits
- Develop program for future/potential Trustees
- Three board meetings – should one be online?
- Whole Calf Crop Genotyping
- DNA will lead in data collection; eventually will this be a requirement for registrations?
- Foot-leg Project
- Committee meetings – continue with online format; pull in more membership involvement
- Shorter board meetings

Recess until April 25 at 4:00 pm.

April 25, 2020 – ASA Board Meeting Reconvened at 4:00 pm.

Roll Call: Tim Curran, Clay Lassle, Tom Nelson, Mike Forman, Gordon Hodges, Jim Ligon, Cliff Orley, Randy Moody, Barry Wesner, Tom Hook, JW Brune, Kent Brunner, Steve Eichacker, John Griswold, Fred Schuetze, Greg Walthall, Gary Updyke

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## Committee Reports / Presentation of Resolutions and Directives.

### **Activities and Events.** Fred Schuetze.

Resolution #1: To honor the position of the Virginia Simmental Association and postpone Fall Focus in Virginia for one year to 2021 and reimburse Virginia Association for any present expenses.

Moved and seconded in committee.

Resolution #2: To approve PTP Judges list for the 2021 Fort Worth Stock Show & Rodeo as presented.

1. Barry Wesner
2. Greg Walthall
3. Dave Allen

Moved and seconded in committee.

Resolution #3: To approve PTP Judges list for the 2020 North American International Livestock Exposition as presented:

1. Matt Claeys
2. Jack Ward
3. Chris Cassady

Moved and seconded in committee.

Resolution #4: To strike “State association must show proof that funds were used to support costs of hosting a major PTP show and must provide proof of entries to staff.” From A&E Resolution #21 to now read:

“For ASA to give \$10 per head entered for the 5 major open PTP shows (American Royal, NAILE, NWSS Hill Show, NWSS Pen Show, and FWSSR) to the host state associations.”

Moved and seconded in committee.

Resolution #5: That a decision will be made on May 15<sup>th</sup> as to whether or not to have the National Classic for 2020.  
Moved and seconded in committee.

Resolution #6: To accept Illinois Simmental Association’s application to host the 2022 National Classic. Moved and seconded in committee.

Resolution #7: To accept Missouri Simmental Association’s application to host the 2021 South Central Regional in Springfield, Missouri June 9-12<sup>th</sup>, 2020. Moved & seconded in committee.

Resolution #8: To accept the amendment and add NWSS Jr. Show to the mandatory associate judges list.

The PTP Major Show Hosting Responsibilities document, Section 7 to now read:

*“By April 1, submit three (3) names in order of preference from the approved PTP Judges list for consideration by the Activities & Events Committee of the ASA Board. Full responsibility for payment of the lead judge, unless otherwise arranged with show management. Coordinate with lead judge the selection of associate judge and ensure the associate is in good standing with ASA. An associate judge is mandatory at the four major shows, NWSS Pen Show, NWSS Jr. Show, AJSA National Classic Owned Show, and the National Classic Bred and Owned Show. Once a judge has officiated any of the four major shows listed above that judge is not eligible to be nominated for any of these events the following show season.”*

Moved and seconded in committee.

Recess for 15 minutes for the A&E Committee to meet.  
Reconvene ASA Board meeting.

Roll Call: Tim Curran, Clay Lassle, Tom Nelson, Mike Forman, Gordon Hodges, Jim Ligon, Cliff Orley, Randy Moody, Barry Wesner, Tom Hook, JW Brune, Kent Brunner, Steve Eichacker, John Griswold, Fred Schuetze, Greg Walthall, Gary Updyke

Staff: Wade Shafer, Jackie Atkins, Chip Kemp, Sheldon Ross, Luke Bowman, Lane Giess, Rachel Endecott, Kathy Shafer, Jannine Story, Darla Aegerter, Mahdi Saatchi, Linda Kesler

**Activities and Events** (cont.) Fred Schuetze.

Resolution #9: To allow juniors who are in their last year of eligibility, 21 years-of-age this year, to participate in the 2021 Regional and National Classics.

## **II. Eligibility for 2021 Regionals and National Classic**

1. All participants in the 2021 Regionals and National Classic.
  - A. 21 years of age or younger as of January 1, 2021: must hold an active junior membership and their annual service fee has been paid in the fiscal year(s) of participation.
    - Regional Classics: Annual service must be current before registering for regional classics.
    - National Classics: Annual service must be current before attending the national classic (paid ASF for the new fiscal year).
  - B. 22 years of age on or before January 1, 2021: must have held an active junior membership in 2020 and now hold an adult membership.
    - Participants must have had an active junior membership in 2020 (either joined as a new junior member or paid their annual service fee prior to June 30, 2020).
    - Participants must have upgraded to an adult membership upon turning 22 years of age prior to registering for a regional or national classic.
    - Participants must have their annual service fee current before attending the national classic (paid ASF for the new fiscal year).
2. Participants must be 22 years or younger as of January 1, 2021.
3. No participant will be discriminated against as a result of a physical, emotional or mental handicap. The only requirement is to specify on the entry form so accommodations can be made.
4. Eligible members can compete in as many Regionals as they wish; however, they are only eligible for awards at the first two in which they compete.
5. The grant of an additional year of junior eligibility to participants in their final year of junior eligibility in 2020 due to circumstances caused by COVID-19.

In subsequent years, the participant requirements will revert to AJSA members 21 years or younger who otherwise meet the eligibility requirements.

Points of Discussion:

The AJSA Board has discussed this and approve of this request.

Moved and seconded in committee.

## **Breed Improvement. Tom Hook**

Directive #1: Direct staff to research standardizing ratios across all traits reported and among all IGS partner associations.

Points of discussion:

- Changing the ratio would not change any EPDs or rankings.
- For many breed associations and most traits, an increase in the ratio means more of the trait.
- The ASA reports an inverted BW ratio so a higher ratio is a lower BW. This can be confusing to commercial cattlemen and also seedstock breeders using multiple breeds. Red Angus Association of America similarly has inverted the backfat ratio and is working to change this.
- Staff will discuss with the IGS partners to encourage all in IGS to develop standardized ratios across all traits published.
- If changes are made, a significant education push will be required prior to the switch.

Moved and seconded in committee.

Resolution #1: To establish a policy for genotype transfer to an outside entity in the case where a member pays for the DNA genomic test as follows:

The member sends a written request to dna@simmgene.com to release genotypes, including the registration numbers of the animals tested and an email address where the genotypes should be sent.

Staff will verify the account billed for the genomic test. If another account was billed, an authorized representative from that account needs to send written approval to release the genotype data.

The member will be charged DNA research fees currently set at \$1 /minute for the service.

Points of discussion:

- ASA has had a precedent that the entity who pays for the genomic test owns the rights to the genomic data. Data being transferred to an outside entity (genotype calls across the genome) is not currently returned to members using genomic testing.
- Some members have begun to request genotype transfers to outside entities using the genotype calls in software systems not currently available with ASA or in other genetic evaluations.
- By charging a fee based on the time it takes to transfer, this will allow staff to charge prices in line with the amount of time involved in the transfers.

Moved and seconded in committee.

Resolution #2: To charge the same add-on DNA test fees to Cow Herd DNA Roundup (CHR) samples independent of the time of the add-on request.

Points of discussion:

- The DNA Cow Herd Roundup project was structured for simple trait (coat color, homed/poled, genetic conditions, etc.) testing to be requested at time of CHR sample submission for the add-on rate. As CHR was a research project, it was built for minimal staff involvement in order to keep prices low. In order to reduce labor, members needed to request add-on testing at the time of the first CHR test request. If simple traits were requested after-the-fact, stand-alone pricing has been charged for CHR samples. For instance, if a CHR coat color is requested after the initial order, members are charged \$20 instead of \$9 add-on fee charged when the request is made with the original CHR order.
- Since the inception of the project, staff has streamlined and increased the efficiency of research project sample processes. Additionally, the board increased the CHR price point to \$25 (similar margin to other genomic tests).
- In daily DNA, the add-on fee is the same independent of when the add-on test was requested so this will align better with our daily DNA process and fee structure.

Moved and seconded in committee.

Resolution #3: Add the counts of carcass records to an expanded report available to the public on herdbook.

Points of discussion:

- The reason to add the number of records is to provide acknowledgment and incentive to breeder to submit carcass data and provide the public with the ability to know how many carcass records have been reported on progeny for individual animals.

Moved and seconded in committee.

Resolution #4: To accept the Whole Birth Contemporary Group Genotyping Project as presented.

This project would provide GGPLD testing at research price points for breeders/members who genotype the entire birth contemporary group. Genotyping entire contemporary groups is important to 1.) use Genomically Enhanced EPDs (GE-EPDs) for selection decisions 2.) reduce selection bias in genomic predictions, 3.) increase the volume of genotyped animals for future improvements to genetic predictions. The latter two points make any singular genomic test in the future better for all members using GE-EPDs

The genotyping cost will be \$25/sample including parentage. Add-on testing is available at the current add-on pricing schedule. Research fees may apply for misidentified samples or parent verification. There are phenotype rebates for whole contemporary group submission of BW, WW, and YW set at \$5 and Carcass data set at \$15. The rebates for this project will draw from the funds allocated to CHR rebates (\$250,000 approved and currently just under \$ 169,000 remaining).

See the "Final Whole Birth Contemporary Group Genotyping Research Project" document for full program details

Points of discussion:

- Finances: This project qualifies for our research genomic test price and has been pre-approved by Neogen. At that research price, the \$25 returns the same % margin as our daily genomic DNA tests.
- From a member's perspective, the price is the same as testing 50% of their calves through daily DNA. Testing entire calf crops and using GE-EPDs for selection decisions is a much better tool for decisions and the members have the added benefit of parent confirmation and add-on test options.
- From ASA's perspective, the association would net more from members using this project than members who genomic test 49% of their calf crop or less through regular DNA testing. The value of whole contemporaries genotyped and encouraging whole CG phenotypes has tremendous benefit to genetic prediction.
- Percent of CG records in 2018 THE herds, with 100,293 calves from 1,320 herds.
- 92% of the contemporary groups had birth weights, 94% had calving ease scores, 52% had weaning weights had yearling weights
- Because of the drop in whole contemporary group reporting by weaning and yearling, and the continued emphasis on collecting carcass records, the rebates were designed to further encourage members to submit these important records.
- As the board has already allocated phenotype rebates for CHR with funds remaining, those can be used without requiring additional funding for the rebates proposed here.

Moved and seconded in committee.

**Growth and Development.** Mike Forman

Directive #1: Direct staff to move forward with FY21 contract with the Grant Company.

Moved and seconded in committee.

## **Policy and Procedures. Randy Moody**

Resolution #1: Update the policy (procedures) for Deceased Donor Dam Waiver Requests.

ASA reserves the right to require DNA (genomic) testing at ASA's discretion to validate the accuracy of the donor dam pedigree. Owner is required to be fully cooperative with requests for DNA and bear all related expenses.

1. A written request asking for the waiver and a detailed explanation as to why the DNA rule was not followed is required. A DNA sample for the ET calf involved is required. The waiver fee (\$500) must be paid and the DNA sample for the ET calf must be at an ASA approved lab before any research is started.

2. Fees:

- \$500 — Waiver Fee submitted with written waiver request.
- \$Fee All lab fees to perform the genomic testing required (to validate the accuracy of the donor dam pedigree) and staff research time (at the current research rate).

If the accuracy of the deceased donor dam's pedigree cannot be validated through the aforementioned procedure or there are extenuating circumstances regarding the deceased donor dam, the following step is to be followed: The owner of record at the time of the flush may submit a written request to the Executive Committee to request a waiver.

- Payment received for the above fees
- A 15-minute teleconference with the Executive Committee required.

Points of Clarification:

- This not a replacement for standard parental validation. It falls under the exception of donor waivers. While it will provide some measure of pedigree confidence, parental validation is still greatly preferred.
- Each calf registered will need to go through the same process. There is no way to blanket "approve the donor." As each calf's DNA is different and the possible links to relatives will be different. The process will have to be done individually for each calf.
  - Cost: All Lab Fees to perform the genomic testing required.
- Subsequent calves may not need as much collateral DNA collection/research, but the comparison work will be the same.

Moved and seconded in committee.

## **Finance Committee. JW Brune**

Directive #1: Upon receiving the monies for the Simmental Way land sale, the \$4 million is to be invested in monthly increments at \$1 million per month. The \$500,000 is to be invested into 2 CDs and \$500,000 transferred from current investments into the Simmental Way investment. All monies (\$4.5 million) will be invested consistent with our current investment philosophy.

Points of Discussion.

- This will ensure sufficient cash flow should times become challenging this year.
- If cash is needed, this would avoid the penalties of withdrawing funds from our Vanguard accounts.
- A ledger record of investments will be done to ensure the full 4.5 million is recognized.
- If not needed, at a later date — funds will be invested in ASA's Vanguard Accounts.

Moved and seconded in committee.

Finance Committee (cont.) JW Brune.

Resolution #1: To adopt a Member Support Package which will provide a 10% credit (allotment) based on their FY2019 registrations, THE, and transfers. Their credit is to be used for registrations, THE, and transfers in FY2021.

No. Members		10% Rebate FY2021	Total Dollar Amt	Average Dollar Amount			
13	10,000.00 - 20,000.00	1000 - 1999.99	162,760.50	12,520.04			
6	9,000.00 - 9,999.99	900 _ 999.99	56,794.50	9,465.75			
5	8,000.00 - 8,999.99	800 _ 899.99	41,314.00	8,262.80			
12	7,000.00 - 7,999.99	700 - 799.99	88,748.00	7,395.67			
13	6,000.00 - 6,999.99	600 _ 699.99	85,873.50	6,605.65			
26	5,000.00 _ 5,999.99	500 - 599.99	141,646.00	5,447.92	75	577,136.50	20.53%
50	4,000.00- 4,999.99	400- 499.99	221,454.50	4,429.09			
62	3,000.00 - 3,999.99	300 - 399.99	211,911.00	3,417.92			
115	2,000.00 - 2,999.99	200 - 299.99	280,572.25	2,439.76			
338	1,000.00 - 1,999.99	100 - 199.99	464,106.00	1,373.09	565	1,178,043.75	41.90%
68	900.00 _ 999.99	90- 99.99	64,463.50	947.99			
97	800.00 - 899.99	80 _ 89.99	82,799.50	853.6			
	700.00 - 799.99	70 _ 79.99	87,112.00	750.97			
127	600.00 - 699.00	60 - 69.99	82,028.50	645.89			
186	500.00 - 599.00	50 - 59.99	102,350.75	550.27	594	418,754.25	14.90%
229	400.00 - 499.99	40 - 49.99	101,619.50	443.75			
351	300.00 - 399.99	30 - 39.99	121,349.00	345.72			
570	200.00 - 299.99	20 _ 29.99	138,248.25	242.54			
1,154	100.00 - 199.99	10- 19.99	165,279.50	143.22			
1,913	30.00 - 99.99		106,514.00	55.68			
360	1.00 - 20.99	1- 2.99	4,322.50	12.01	4,577	637,332.75	22.67%

Fiscal Year 2019  
5,811

Registrations, THE and Transfers  
2,811,267.25

100.00%

Moved and seconded in committee.

**Executive Committee.** Tim Curran

Directive #1: Direct staff to investigate where the biggest need for support is in the Bozeman community, and allocate \$5,000 to give back to the community.

Moved and seconded in committee.

Recess until Sunday, April 26 at 7:00 am.

April 26, 2020 – ASA Board Meeting Reconvened at 7:00 am.

Roll Call: Tim Curran, Clay Lassle, Tom Nelson, Mike Forman, Gordon Hodges, Jim Ligon, Cliff Orley, Randy Moody, Barry Wesner, Tom Hook, JW Brune, Kent Brunner, Steve Eichacker, John Griswold, Fred Schuetze, Greg Walthall, Gary Updyke

Staff: Wade Shafer, Jackie Atkins, Chip Kemp, Sheldon Ross, Luke Bowman, Lane Giess, Rachel Endecott, Kathy Shafer, Jannine Story, Darla Aegerter, Mahdi Saatchi, Linda Kesler

**Committee Resolutions and Directives: Voting.**

Activities and Events. Fred Schuetze

Resolution #1: Postpone Fall Focus in Virginia until 2021. Motion carried.

Resolution #2: Approve 2021 Fort Work Stock Show PTP Judges. Motion carried.

Resolution #3: Approve 2020 NAILE PTP Judges. Motion carried.

Resolution #4: ASA to give \$10/head for the 5 major open PTP shows. Motion carried.

Resolution #5: May 15th for a decision regarding the 2020 National Classic. Motion carried.

Resolution #6: Accept IL Simmental Association to host 2022 National Classic. Motion carried.

Resolution #7: Accept MO Simmental Association to host 2021 SC Regional. Motion carried.

Resolution #8: Amend PTP Show Responsibilities, section 7. Motion carried.

Resolution #9: Allow juniors in last year of eligibility to participate in 2021 Classics. Motion carried.

Breed Improvement. Tom Hook

Directive #1: Research standardizing ratios across all traits. Motion carried.

Resolution #1: Establish a policy for genotype transfer. Motion carried.

Resolution #2: Charge the same add-on DNA test fees to CHR samples. Motion carried.

Resolution #3: Add counts of carcass records to an expanded report. Motion carried.

Resolution #4: To accept the Whole Birth Contemporary Group Project.

Moved Randy Moody second Gary Updyke to table this resolution. Motion carried.

Growth and Development. Mike Forman.

Directive #1: Move forward with Grant Company. Motion carried.

Policy and Procedures. Randy Moody

Resolution #1: Updated policy for Deceased Donor Dam Waivers. Motion carried.

Finance. JW Brune

Directive #1: Simmental Way Monies – Investment protocol. Motion carried.

Resolution #1: Member Support Package. Motion carried.

Executive Committee. Tim Curran

Directive #1: Donation to the Bozeman Community. Motion carried.

Adjourn. Moved Steve Eichacker second Clay Lassle to adjourn. Motion carried.