**SD FFA Foundation training** - January 16th at 7pm
Location - SD Wheat Building, Pierre

Those present: Sandy Osterday, Wes Hotchkiss, Brett Heezen, Matilyn Kerr, Shad Christman, Jason Long, Adam Franken, Michelle Nelson, Gretchen Sharp and Sandy Osterday

* Jim Williams, National FFA Foundation staff presented on “Purposeful Fundraising for Board Members”.
* Michelle Nelson reported 104 Ag Ed programs, 91 FFA chapters. Added 14 in the last 5 years

**SD FFA Foundation board meeting** January 17th at 8:14 am

Location - Drifters, Ft. Pierre

Sandy Osterday called the meeting to order. Those present: Matilyn Kerr - D2, Linda Petersen - D7, Noelle Swanson - D6, Clayton Sorum - PSO, Michelle Nelson, Adam Franken -D1,Jason Long - D7, Brianna Larson - D5, Shad Christman D3, Sandy Osterday, Wes Hotchkiss - D5, Brett Heezen - D6, Jim Wilson D-3, Gerri Eide & Gretchen Sharp

Minutes report: With no objections, the minutes stand as distributed.

Treasurer's Report: with no objections, report stands as read



**Intern Report:**

Jaclynn Knutson present, gave FFA Intern report on behalf of herself and Alex Toupal.

**Endowment Report:**

* Endowment Agreements are complete, all forms are scanned and on file.
* Noelle Swanson is still working on completing one in Memory of John Rist, and their hope is that it will be finalized this year

**South Dakota Community Foundation Growth:**

Vote required each year to decide on where the dividends from profits go to each year

* Jim Wilson moved to reinvest funds into the South Dakota Community Foundation endowment. Shad Christman seconded. Motion passed.

**Brad Reinke, Reinke-Gray Wealth Management Report:**

* “Last quarter of 2018 was one of the most volatile in the last 20 years.”
* “There are negative numbers on the current report. That doesn’t happen very often in this portfolio, but it does happen. All of the negative moves happened in the last quarter.”
* Proposed realignment of Portfolio (from Brad Reinke):

The current portfolio is managed at the account level. We strive for a mix of 55-60% equities with the balance in non-equity investments. They are now able to offer lower cost, more efficient portfolios regardless of account size due to affiliation with LPL Financial. Proposed realignment of Portfolio (from Brad Reinke):

* + - Replace current investments with lower cost ETF and institutional investments
		- No account minimums
		- New models will maintain desired allocation more efficiently
		- New models will cost 20% to 30% less than current retail models
		- Transparent costs of portfolio management
	+ Downside of doing this realignment:
		- Using ETF’s, trying to target different portions of the market
		- Getting much more specific with funds
		- Requiring managers to stay tightly within their lane of investment
		- Losing potential star power by moving away from name brand investments

Michelle Nelson moved to follow recommendation for proposed realignment. Wes Hotchkiss seconded. Motion passed. Gerri & Gretchen will sign papers to get it moved over.

Jason Long, as Treasurer should have online access to the #’s. Gerri will notify Brad.

**Annual Distribution & Admin Fees on Endowment:**

* Required to set annually. Historically, no administrative fee taken to date on endowments and 3% taken annually for distribution.

Michelle Nelson moved to stay with last year’s 3% distribution and 0% administrative fee. Matilyn Kerr seconded. Motion passed.

**State of the Foundation Report:**

 **Budget:**

* Income:
	+ $3 difference in 2017 and 2018 for General Fund Income as of December 31, 2018
	+ Right on track with where we should be in regards for revenue
* Expenses:
	+ $8,000 more in expenses this year than where we were at last year, but timing plays a part in that and it’s not a cause for concern at this point.
* Christmas letter generated: $2,340 as of December 31st, 2018, more has come in since.

 **Unsponsored List:**

* Can cross off state officer candidate debrief luncheon from list
* Can change “State Officer Planners” to “State Officer Padfolios”

**Annual Report:** Shared with everyone

**Rack Card idea -** Discussed “8 Ways to Get Involved” draft- and ideas for where to use

* + Signage for State Fair, DakotaFest, etc.
		- Three sided wooden structure/banner
		- Add QR code
		- Move #’s 5 & 8 to front - so not all $ asks on front
	+ Rack cards will be available for people to grab at different events, etc.
	+ Graphic shared with chapters/advisors/students/etc.for paper ads and posts

**Annual Brochure -** share features on facebook, check on using CANVA & PickMonkey **Christmas Letter:** Distributed

**Giving Tuesday:**

* First time attempted, brought in $610, including one who chose to give monthly
* Next year plan to get connected with South Dakota Giving Tuesday program.

**Jacket Program:**

* 316 sponsored and presented in 2018 (down from 343 in 2017) includes $5000 given from Jerry’s Auto again
* Add something to the application regarding the jacket returning to the chapter should the student leave FFA before their high school years are complete.

**Ag Adventure Center:** shared Breezeway expansion looking to implement by 2019 State Fair.

**Placemats:** Adopt the “8 ways to get involved” design to a placemat; don’t use student photos. Try an FFA emblem connect the dots

**Newsletter**: Full color/paper quality change - went over well

* Suggestions for looking into changes to printers: Sisson & McQuillen Creative

**Social Media Audit:** Unpaid position for someone to audit social media posts and provide suggestions and how to grow them sent to SDSU. Will see if we get student response. Noelle reported YouTube channel and Instragram most used by variety of audience ages

**Phon-a-thon**: Clayton reported - planning to recruit PSO’s to help with it, build that expectation

Clayton working to finalize date and prizes. Gretchen needs dates ASAP to send postcards

**FFA Family of the Year:** Dan and Karen Streff Family - 2019 FFA Family of the Year

* Announced Sunday night at FFA State Convention
* Discussed getting plaque made that features recipients from every year to put up in AAC at fair with other history

**Business and Industry Visits:** Worked well in August, will leave there for 2019

**Virtual Race:** Didn’t get big response. Discussed using medals Star finalists on stage

* Giving them to high dollar donors

**Convention Career Carnival:**

* Invites went out in early January, registrations coming in. $250 cost includes parking and lunch for participants. If interested,or have suggestions to invite contact Gerri
* Moving to the Volstorff ballroom?
	+ Advisors not so much in favor
	+ Service Project: good in the location it is

**Convention Workshops:**

* One spot left open
* Recommendations:
	+ Agtegra, SDARL, CHS, cooperatives, GERT vehicle, Soybean/Corn Council, etc.

**Convention App:** Doing an update on how to get Sched and use it. Want to try again

**Convention Service Project:** Meals of Hope again for 2019

* Two grants committed: $8,000 from National FFA, and $5,000 from Pioneer. Ask Pioneer to assist with personnel again
* Cody Rausch - ask again about helping to coordinate the project

**Star Partner Program:**

* New in January 2019: Citi, Titan & First National Bank in Sioux Falls
	+ Waiting on Army, AT&T
* Update and leverage new contacts of existing Star Partners. Decided to leave at same $ amount as currently for now

**State Convention: Women in FFA - 50 year anniversary:**

* Discussed how to highlight First FFA “women”. Ideas - Michelle Rook/Angela Kenecke
* Female FFA members, Ag Secretary, Michelle Rook, Kristi Noem

**State FFA Convention - Online Auction:** Raised $1,200 in 2018

* Clayton & Andrew will be in charge of it, suggested getting info to teachers ASAP for items
* Have someone announce the information at the end of session

**Central States Fair/Stock Show:** need more west river visibility. Discussed ideas

* FFA night at the rodeo with FFA member singing
* Chapter service projects at events where potential sponsors could see return on investment

**Farm Show ads** - discussed seeing if they would feature SD FFA and also remind Star partners to take their signs

**Chapter Community Service Grants:** Gave out 7 this year; 1st time with sponsors for this

**State Fair:**

* 2 premium donors came in this last year
* Sponsors on the back of the showman shirt are very popular - $200, 16 sponsors were secured

**Retreat Shirts:** Fully funded in 2018, limited to 8 sponsors. $300. Asks not out for 2019 yet.

**West River Camp - Service Project:** Discussed new ideas for WR camp - possibly painting something at Central States Fairgrounds: could they fund the charter busing?. Wes will follow up to see if they would be interested

Meeting adjourned

**Upcoming dates for your calendar:**

**Feb 16-23** - National FFA Week - help us promote on social media and take your jacket to work and put over your chair to start conversations,

**Feb. 25th** - Proficiency judging in Brookings - volunteers needed

**April 7-9th** - State Convention, Brookings - Foundation meeting at 4pm HPER

**April 17th** - State Agriscience Fair, Mitchell - judges needed for written reports before that date, and day of for presentations

**July 28th** - Summer Meeting, Mitchell

**Industry Committee meeting** immediately after to identify businesses/individuals to target for upcoming sponsorship needs & Star Partners. :

Brett: Ag Sense, Agriscience Fair/Social Systems - send write up; Agriscience Fair/Plant Systems - Next Level Ag; BZ Welding, Legend Seeds as Star Partner, Pinacle, Demkota, Seed Exchange

Matilyn - Brookings Chamber for Advisor hospitality at convention; SDSU Ag Bio for State Degree reception $500; Belle Brands, Allteck

Jason - Weiman Auction for Land & Range; Agropur for Dairy Cattle travel scholarship; Oakridge Nursery for Nursery Landscape travel scholarship; Marman Energy for AgriScience Fair/Power Structural & Technical Systems; Also will work on Elanco, Raven, Agropur, Jim Woster, Steve Munger

Shad - American Coalition of Ethanol, Stenslands Dairy, Mills Fleet & Farm

Campbells, POET as a corporate donor for Ag in CTE school in Sioux Falls

Wes - Central State Fair - for retreat service project; Stock Show - for opportunities to promote; TransCanada, Great Western Bank

Clayton - Sorum Farm for Chorus pins

Sandy - Outdoor Rec Proficiency

Discussed GeoTech for Agriscience Fair - Environmental Services/Natural Resources

Pierre Chamber for LDE Advisor hospitality

Discussed **State Convention needs** - would like all board members present as much as possible - Sunday at 4pm through Tuesday at noon.

Matilyn can be there Sunday & Monday

Wes - not this year, as expecting close to those dates

Brett - Sunday & Monday

Sandy - all convention