**SD FFA Sponsor Committee Meeting Minutes 1/17/18**

SD Wheat Building, Pierre, 7:00 pm

Called to order at 7:08 pm by President Sandy Osterday. Those in Attendance: Lyle Anderson, Craig Dybedahl, Tom Wolff, Dan Tonak, Jordanne Howe, Andrew Streff, Mark Ketelhut, Erin Wammen, Michelle Nelson, Wyatt DeJong, Brett Heezen, Greg Janish, Jim Wilson, Gerri Eide, Sandy Osterday, Gretchen Sharp

Review of Ag Adventure Center Capital Campaign and progress to date for 2018 fair.

Sponsors Committee members reported on their efforts in the last 6 months

* Farm Forum media partnership,
* Dakota Access Pipeline - $65,000 donation,
* Dacotah Bank - new star partner
* Potential Partners - Mustang Seeds, Dakota Mill & Grain, CPS, Elanco, GrainBridge, Raven, Titan

Committee reviewed area currently without sponsorship, and discussed sponsorship ideas and contacts.

Discussion was held about State Degree banquet change to reception, location, and keeping the State Stars banquet

Virtual Race fundraiser idea was discussed, and consensus was to move ahead with medals like the ND FFA Foundation’s 3D bison medallions. Ideas were for funds raised to go toward service learning project grants for chapters. $5/entry go back to chapters, and prize for most chapter with most participants.

**SD FFA Foundation Board Meeting Minutes: 1/18/18**

Drifters Event Center, Fort Pierre, 8:30 am

Called to order at 8:30 am by President Sandy Osterday. Those in attendance: Lyle Anderson, Craig Dybedahl, Jeff VanderWilt, Tom Wolff, Dan Tonak, Jordanne Howe, Andrew Streff, Mark Ketelhut, Erin Wammen, Michelle Nelson, Wyatt DeJong, Brett Heezen, Greg Janish, Jim Wilson, Gerri Eide, Sandy Osterday, Beth Mayrose, Gretchen Sharp

Approval of July minutes: Correct Noelle Swanton to Noelle Swanson when listing those in attendance. Approved as corrected.

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| SD FFA Foundation Treasurer's Report 12/31/17 | | |
| Wells Fargo (Checking) | $162,329.65 |  |
| Wells Fargo (High Yield Savings) | $25,080.66 |  |
| SD Community Foundation (9/30/17) | $11,588.74 |  |
| SD FFA Foundation Endowment | $268,086.66 |  |
| Bob Bell Endowment | $119,932.68 |  |
| Mary Hanson Memorial Endowment | $87,032.81 |  |
| Walt Johnson Memorial Endowment | $38,281.13 |  |
| Gary Grey Endowment | $11,043.31 |  |
| Ernie Wingen Memorial Endowment | $0.00 |  |
| **Total:** | **$723,375.64** |  |

Investment Report: - Brad Reinke, Reinke Gray Wealth Management Inc.

* Investment Centers of America was sold to a new firm, LPL Financial. Reinke Gray moving all their funds over.
* Great growth since July
* Funds are rebalanced once per quarter
* Similar fee schedule with LPL Financial as we had with ICA.
* Contact Brad with any questions at [Brad@ReinkeGray.com](mailto:Brad@ReinkeGray.com)

Alumni Report:

* Per National Office- there are currently web issues with accessing lifetime membership on line and potentially a few other areas. My last word from them was that are working to update this.
* We have continued to add new chapters. Cleanest to add new members via the National Office portal. These can be paid directly on-line via Paypal.
* I would share that SD Alumni was recognized that for 2017 we received 2 awards at the National Alumni Convention- 1. Largest Net Percent of Alumni Chapter Increase at a 57.14% increase for the Nation and 2. Largest Net Percent Alumni Chapter Increase for Region III. Congrats to the advisors that are working with their local supporters and to the local supporters that are working to develop alumni chapters for their Active Chapter support.
* In addition we continue to gain individual membership growth for persons simply interested in supporting FFA and ag education. Please note that if data is not being processed through I am contacting individuals to let them know they need to further submit information.
* Currently with the increase in actual chapters, the State Alumni is looking to further develop its board per the constitution so that it can lay a better outline of support across the state and properly plan for SD Alumni Association Activities that will be implemented and carried out in SD. In doing this we will work with the constitution to outline a board and put forth voting alumni members. There should be information coming forth to the active alumni chapters as well as ag educators regarding this in the near future.
* In addition, there is the possibility that we will look into putting together our first current SD alumni meeting in 2018.
* As always advisors are welcome to contact me at sdffaalumni@outlook.com; dmnagel@yahoo.com and best contact is my cell at 605-769-0013. I will respond to messages outside of my normal (non-FFA) work hours as I am able or they can reference the National FFA page for alumni data as well.
* These are the current works of the State Alumni Association. Thank you.

Respectfully,   
 Dawn Nagel

Intern Report

* Kassandra Schuster: working on planning and logistics of events and trips, also, billing, membership, invoicing, and scheduling chapter visits
* Jonathan Linke: working with State Officer curriculum, events and chapter visits
* Internships run with the school year calendar.

Endowment Agreements:

* Dan Tonak moves to adopt the memoriam of agreement for three endowment funds: Gary Grey, Walt Johnson and SD Community Foundation. These were funds we already had, but recently developed written agreements for these accounts. Michelle Nelson seconds. Motion passes.
* New Ernie Wingen Memorial Endowment Scholarship:
  + $2,000 yearly scholarship, supplemented by Pat Wingen until endowment can fully fund.
  + Order of award dispersion: first to a Hoven graduate, next to a Potter County graduate if no one is in Hoven, then to state-wide
  + Michelle Nelson moves to establish the endowment, Dan Tonak seconds. Motion passes.

SD Community Foundation Growth:

* Dan moves to re-invest the interest on the South Dakota Community Foundation Account back into the account. Erin Wammen seconds. Motion passes.

Distribution and Administrative Fees on Endowments:

* Jim Wilson moves to set the administrative fees at 0% and distribution fees at 3%. Brett Heezen seconds. Motion passes.

New Policies: Whistleblower, Conflict of Interest, Document Retention - recommended by our CPA that we have in place. Policies were based on Nebraska FFA Foundation’s current policies.

* Whistleblower: Jim WIlson moves to accept it, Brett seconds. Motion passes.
* Conflict of Interest: Tom Wolff moves to accept it, Jeff Vanderwilt seconds. Motion passes.
* Document Retention: Craig Janish moves to accept it, Dan Tonak seconds. Motion passes.

State of the Foundation Report:

* Strategic Planning: Follow up on ROI data gathering
  + Surveys went out to a few Star Partner industry reps.
  + On the student side, District Officers filled out an 8 question survey presented by the Foundation
  + Sandy is working on videos promoting the work of the Foundation.
* Budget Progress:
  + Christmas Letter generated more than expected - $7,800 to date…expected $5,000.
  + Expenses/Revenue is normal - everything is on track.
* State Fair Video: Still photos and videos taken at State Fair. Sandy is working on getting representatives for voice over testimonials.
* Annual Report: Discussed and seen as positive

Annual Newsletter

* Discussed and seen as positive

Christmas Letter:

* Discussed and seen as positive

Jacket Program:

* 343 jackets were awarded across the state.
* Jerry’s Auto Sale was new at $5,000, extremely impactful sponsor

Ag Adventure Center:

* Committee together to work on soybean display & 2nd committee to work on Dairy manufacturing possibilities
* Michelle and Beth are working on the barn superintendent contract

Dakota Access PipeLine:

* $65,000 New sponsor this fall for chapters, regional events, state convention, etc.
* Some controversy, but overall positive response.

Placemats

* approx. 9,000 printed and distributed to chapters

E-newsletter:

* Not a lot of response to it thus far
* Ideas on how to expand the subscription to it - promoting it on social media.
* Some tech issues - Sharp will check into it.

Jordanne/Andrew Update:

* Phone-a-thon: planned the week before FFA Week - February 12-13 from 5-9 pm
* Running’s Jackets for State Officers:
  + Jackets were on backorder, and should arrive in Feb for 17-18 officers. With the new Farm Forum sponsorship of SO jackets, they’ll be looking at more options with what Runnings offers in stock - backpacks were suggested.
* Silent Auction at State Convention:
  + Chapter makes a silent auction project - it was discussed that winning chapter (highest sale) might receive $500 national convention travel scholarship.
  + Looking into online bidding option. Jordanne & Andrew were given freedom to gather info and visit with Exec. May try to make happen this year to celebrate 90th convention.
  + Funds raised from auction would go toward WLC Scholarships

FFA Family of the Year:

* John Rist Family will be recognized at State Convention

Business and Industry Tours - Committee Update:

* We’ll get an update in July
* Add Michelle to committee; She’ll send out an email invite

Virtual Race Idea:

* Roll out publicity before State Convention
* Hit hard at State Convention. Reach out to possible sponsors. Try with our without sponsor.
* Sharp will set up registration on EventBright.

90th Convention Ideas:

* Recognize the state winners who went on to win national awards - video recognition
* 90th videos - “90 years ago…..”
* Videos recognizing the accomplishment of the people who’ve won on the national level instead of having to have them come to something to be specifically recognized .
* State Chorus
* Silent Auction

Career Carnival Ideas

* Daktronics

Convention Workshops:

* South Dakota Soybean is not taking this year. Hefty & American Farm Bureau shared as ideas. $500 and get 3 presentation times.

Convention App - Wyatt:

* $5,000 annual fee
* Point person required for uploading
* Sched - app used for SDAAE conference - look into this and other cheaper options

Star Partner Program:

* Waiting on one - AT&T
* Added one - Dacotah Bank
* Suggested looking into countermats for Star Partner businesses - ones that say something to the effect of “this business supports FFA” to replace or in addition to the signs sent to them at the start of their year
* Adult Farm Management is interested in becoming part of Team Ag Ed

State Fair Challenge:

* Dave Vanderwal - State Fair is saying FFA needs help funding the premiums for the shows.
* He suggested finding at least $500 for helping with the deficit. Stockgrowers & SD Cattlemen’s Association both mentioned as potential ideas
* Dan Tonak moves to take $500 out of general funds to pay for State Fair premiums in the event sponsors are unable to be found. Tom Wolff seconds. Motion passes.

Convention Service Project:

* $15,000 in funding secured for Meals of Hope at 2018 State Convention. $5,000 DuPont Pioneer, $2,000 FCSA Working Here Grant and $8,000 National FFA grant. Includes funding for 200 t-shirts for participants

Retreat Tshirts:

* 7 last year
* No more than 8 on the back of each shirt
* Hefty Brothers: workshop at retreat?

Chapter Community Service Grants:

* 7 awarded

Calendar Events:

* Next meeting July 29th in Rapid City at the Ramkota.

**Meeting adjourned.**