**Foundation Trustee Committee Budget Meeting 7.28.2019**

Present: Clayton Sorum, Sarah Kroeger, Erin Wammen, Dan Tonak, Jim Wilson, Adam Franken, Beth Mayrose, Alex Toupal, Shane Gross, Cayla Graves, Michelle Nelson, Tara Fastert, Gretchen Sharp, Gerri Eide

10:36 AM: Meeting called to order by Chair Jim Wilson

Nominations for Committee Chairman:

* Shane Gross nominated, accepts nomination

Shane Gross assumes Chair Position

Develop and Approve Budget for 2019-2020:

* Anticipating needing a new scanner sometime in 2019/2020: anticipated cost is $5,000. Set budget for CDE supplies in 2020 is $5,100.
* Potential new changes for State Convention: may need to anticipate an estimated $15,000 to $20,000 for if the venue needs to change (re: move to Swiftel)
* Agtegra moved from 4 Star to 3 Star, lost 2 State Fair T-shirt sponsors, lost Rabbit Show Sponsor – could be challenging year for fundraising.
* Discussion regarding the WLC Bus ($3,000 every 3 years, will be spent next year (2020), logged as a restricted fund)
* General Fund $$: can they be used for the covering of events that lose sponsors?
* ADD IN 2019-20, $15,000 under facilities for anticipated cost of potential Swiftel rental
* Discussion of Proposed State Convention Sponsorship Packages:
	+ $3,000 - Keynote speaker: how do we use that money?
* Suggested awards from local engravers vs. National FFA: Association can check with Brookings Engraving, JDS Wholesale, Engravers Edge
* Potentially added expenses to Leadership Retreat, will raise the cost for students to $200 vs. Foundation funding more at present time.
* Proficiency Costs: is the amount coming from National FFA going down for 1st place awards?

Tara Fastert Request:

* Request $5,000 for WLC for Summer 2020
	+ Foundation has $3,000 earmarked already for that need, but is requesting an additional $2,000.
	+ Gary Gray Fund could provide $333 from interest
* Jim Wilson moved to provide $4,000 in budget, adding $1,000 to the $3,000 earmarked

Adam Franken moved to approve budget, Clayton Sorum second. Motion passes.

**FOUNDATION BOARD MEETING**

PRESENT: Shane Gross (District 6), Sarah VanderVliet (District 7), Blake Pulse (State Officer), Tori Rasmussen (State Officer), Jim Wilson (District 3), John Lentz (District 4), Adam Franken (District 1), Michelle Nelson (State FFA Advisor), Beth Mayrose (SD FFA Executive Secretary), Gretchen Sharp (SD FFA Foundation Executive Assistant), Sandy Osterday (PRESIDENT), Rick Vallery (SD FFA Alumni), Gerri Eide (SD FFA Foundation Executive Director), Jason Long (District 7), Brett Heezen (District 6), Alex Toupal (SD FFA Intern), Clayton Sorum (PSO Rep), Sarah Kroeger (PSO Rep), Erin Wammen (District 5), Cayla Graves (District 4), Dan Tonak (District 2)

**SD FFA Foundation Board Meeting – Norby Hall 506, Mitchell Technical Institute**

12:27 pm: Sandy Osterday calls meeting to order

Introduction and Acceptance of New and renewing Board Members:

* Clayton Sorum moves to accept, Jason Long seconds to accept Adam Franken and Cayla Graves renewing and Shane Gross as replacement for District 6.
* Vote passes

Previous Meeting Minutes:

* No corrections, accepted as presented

**Treasurer’s Report:  6/30/19**

|  |  |
| --- | --- |
| Wells Fargo (Checking) |  $                 149,523.17 |
| Wells Fargo (High Yield Savings) |  $                   25,103.18 |
| SD Community Foundation  |  $                   11,912.37 |
| SD FFA Foundation Endowment |  $                 347,789.27 |
| Bob Bell Endowment |  $                 122,441.03 |
| Mary Hanson Memorial Endowment |  $                   80,104.48 |
| Walt Johnson Memorial Endowment |  $                   38,203.18 |
| Ernie Wingen Memorial Endowment |  $                   24,471.82 |
| Gary Grey Memorial Endowment |  $                   11,494.30 |
|  |  **$                 811,042.80** |

* Jason Long: “Trends showing positively over time, checking down a bit but that is seasonal.”
* Gretchen provided the June 30, 2019 SD Community Fund Balance (reflected above), stands approved as revised.

Gift Acceptance Policy:

* Reminder about policies - no changes recommended at this time

Investment Report:  **July 1 2018 – June 30 2019, Prepared by Brad Reinke**

Much like last year, markets were strong but volatile for the fiscal year. The stock market rallied in the first & quarter of the fiscal year, but then turned negative through the beginning of 2019. The sharp decline in the market in late 2018 was followed by one of the strongest starts to a year in history. As I prepare this document all major stock indices are at or near all-time highs

Interest rates have been very volatile. The new Fed chairman stated that he anticipated raising he Fed Funds rate 6 or more times in 18 months. This is part of what precipitated the decline in the stock market last fall. The Fed has since reversed their thoughts and are now contemplating lowering interest rates (despite a very strong economy). This has made planning very difficult this year and caused some tactical changes to our bond portfolio.

Trade issues with China continue to be at the forefront of economic discussion. We expect some resolution to this over the next several quarters. While the current tariff policy is not sustainable, in our opinion, it is having a short-term positive impact on bringing China to the negotiating table.

The changes we made to the Foundation portfolio last winter makes it extremely efficient to rebalance as the market dictates. We are now in models that we reallocate as needed each quarter.

While my older kids are done with baseball, my 14-year-old daughter seems to be filling my calendar. Angie and I spent the summer chasing Lainey as she played basketball and volleyball. I look forward to seeing all of you at the winter meeting. Please feel free to call me with any questions at 800-562-4015.

Sincerely,

Brad Reinke, Financial Advisor, Reinke Gray Wealth Management

**Alumni Report:**

* Rick Vallery present
* “Thank you for support of Alumni and Supporters beginnings.”
* “Five or six meetings over last year, year and a half. Discussions of Bylaws and Constitution have been the focus. Hoping by the 1st of the year will have things complete.”
* “Individuals included are a steering committee.”

**South Dakota FFA Association:**

* State Convention - potential facility expenses
* Leadership Retreat - new venue for 2020
* State Officer Training - continue with new continuum
* State Officer Update:
	+ Leadership Retreat: student programming
	+ B&I Visits: information
	+ Chapter Visits: forthcoming

**Intern Report**:

* Alex Toupal: Jaclynn and Alex working on Proficiency Judging, Judging Events, State Convention, etc. New interns applications out, will start in September

**Needs Committee Report**:

* Need new chair, Sandy Osterday will chair.
* Ag Teacher representative, will be determined based on availability
* Meeting January 9th, 2020 - tacked on to Team Ag Ed Meeting before Winter PD

**Election of Officers**: Jim Wilson nominated Sandy Osterday for President, Jason Long for Treasurer. Sarah VanderVliet second.

* Clayton Sorum nominated Adam Franken for Vice President, Sarah VanderVliet seconds.
* Jim Wilson moves for nominations to cease and to cast a unanimous ballot for following:
* President:
	+ Sandy Osterday
* Vice President:
	+ Adam Franken
* Secretary: Beth Mayrose
* Treasurer:
	+ Jason Long - Current
* Investment Committee:
	+ Remains as is

**State of the Foundation Report:** In the past 5 years the SD FFA Foundation has provided over $1.9 million to SD FFA programs, members & chapters

**SD FFA’s New Era Update/Newsletter** –1800+ distribution per issue, plus local distribution; published 3 times/year

**Facebook –** 1700 likes; about 1800 engagements/week.  Average 2 or more posts/week; more around events

**Christmas letter** – same distribution as newsletter - 1800+

**Annual brochure** – 220 distribution to all active general fund donors since 2011

**Sponsors** 2018-19 - 484; 2017-18 was 443;

**Media** –

·         *Radio interviews* – 12 -18 radio interviews with KELO, RRFN and others; set up additional interviews for state officers

·         *Press releases* – Over 32 for: Retreat scholarships, Jackets, State Leadership, agriscience grants, service-learning grants, Legislative Breakfast, 13 for state convention; Family of Year, 5 for National Convention, DISH program; Titan Auction; 2 on Star Partners, Carhartts, Summer National Finalists – Proficiencies & Agriscience

**State Fair –** exhibitor shirt, showmanship sponsors, livestock premiums

**Ag Adventure Center** – Chris Howard is new superintendent. Facilities expansion: addition bridging the 2 buildings in progress, finishing walls inside north building. Foundation staff serves on board for vision and implementation, grant applications

 **Blue Jackets Bright Futures FFA Jacket Program** – 319 jackets awarded in 2018

**Chapter Grants –** 7 service-learning grants ($250-$500); 4 agriscience grants ($250); 20 Agtegra grants

 **SD FFA Promotional Placemats –** 7,000 sold at cost to 32 FFA chapters

11 Fall **Leadership Development Events** and awards banquet with travel scholarships for champion teams; industry workshop and Star Partner career carnival with about 10 booths

 **Star Partner Program** – 25 partners provide 35% of our Foundations financial support. Agtegra down from 4 to 3 Star. LG Seeds dropped because of year. None new July 1 start.

 **Legislative Breakfast/District Officer training –** presentation on Foundation, FFA members surveys for sponsor feedback

**Phon-a-thon** – Sarah and Clayton are planning for coming year

**Scholarships -** 46 secondary and postsecondary scholarships awarded

 **47 proficiency areas** – 1-3rd place plaques & 2nd /3rd place award checks;

14 State Convention **Career Development** Events and champion team travel scholarships

 **Convention Service Project**, packaged 50,580 meals

**Convention Career Carnival –** 48 booths registered.  Provided parking pass, lunch, coffee & water for vendors, 2-$50 prizes for student attendees

**Convention Workshops –** Foundation set up 5 different sponsored industry workshops that each presented 3 times at convention

**State Officer training –** provide funding for multiple officer trainings

**DISH Network –** Ambassador program give $200 to FFA ($50 to State Foundation; $50 National FFA; $100 local chapters) for each new customer that calls 1-855-FFA-DISH; 4 - $500 National Convention scholarships

 **Retreat Scholarships** – awarded 16 scholarships at $150 each.  60 applicants

**Business & Industry visits –**trained officers for and set up 3 days, 3 teams of state officers. Each team will visit about 20 SD agriculture businesses with the goals of: 1. learn about SD’s agriculture businesses & their diversity, 2. learn about the future needs of the ag industry and 3.  Share what agriculture education classes/FFA are doing to help meet the needs of South Dakota’s future.

**Titan Tire auction** – August 21st; 2:00pm Graham tire booth at Dakotafest.  Have donated 16 pairs of tirse, valued at $29,476; C & B Operations also donated a toolbox for the auction valued. Big Iron will auction

Agenda Type-same or move to consent agenda?

* Keep as
* Team Ag Ed Reports July 2019:

**SD Dept of Ed - Division of Career & Technical Education activities:**

* Worked with SDAAE and SDSU Ag Ed to coordinate AFNR Winter PD Conference.
* Perkins V legislation – submitted 1-year transition plan; currently writing 5-year plan.
* AFNR Teacher Academies – worked with SD Game, Fish and Parks to put on 2-day trainings at each FFA Leadership Retreat. A total of 34 teachers participated and became certified National Archery in the Schools Program (NASP) coaches and SD Hunt Safe instructors.
* Recruited team of teachers to attend Regional SAE for All Train the Trainer conference. Working with them to roll out the new SAE for All curriculum to all SD teachers. Work-based learning is a main focus of Perkins V legislation, so AFNR teachers will be ahead of the game when it comes to implementing. WBL is also an initiative Governor Noem has been pushing (and previously Governor Daugaard).
* Beginning stages of planning for next round of standards revision – AFNR standards will be revised summer of 2021.

**Center of Farm/Ranch Management**

* In the 2018-19 year, the SD Center of Farm/Ranch Management utilized the SD FFA Foundation funds to award a total of nine $375 scholarships to nine individuals.  Of those, two were for farms/ranches in transition where the son/daughter were moving into ownership from the previous generation. The other seven scholarships went to individuals that were under the age of 30, running their own operation.  $375 is half of one semester of tuition, as we wanted to make sure the individuals had some “skin” in the game by paying the other half. With this strategy, the Center has had a higher rate of success with producer accountability.
* Money for producer meetings and secondary/post-secondary education has not been spent in 2018-19 as we are still in the planning stages of how it would be best to utilize it.  A speaker had been scheduled for a producer meeting this spring but, with the inclement weather, the event had to be cancelled.
* The SD FFA Foundation logo was prominently displayed on the cover of our annual report to showcase the support that has been given to the Farm/Ranch Management program.

**Brainstorming Individual Legacy Donors/Corporate Donors:**

* Gerri, in trainings, worked to expand knowledge on different individual donors.
* Goal of foundation our size should be 4-6 legacy donors every year - recommended amount
	+ Legacy donors should equal gift of about 5-10% of operating budget every year
* Legacy Donation Options:
	+ Scrub SDSU’s donor lists, look for comparison
	+ Work with past recipients of legacy scholarships, see if they can give testimony in regards to how the scholarship impacted them.
	+ Look into SDSU Ag Comm. classes to see if any could undertake the project of creating a video and
* Corporate Donation ideas:
	+ Fleet Farm options
	+ Campbell’s Supply
	+ Dollar General
	+ Daktronics
	+ Larson’s Manufacturing
	+ Gylling Data Management – Kyle Kepner
	+ Independent Seed Producers Association
	+ Swiftel Energy
	+ Ag Grain Producers
	+ NVC – James Valley
	+ Raven

Discussion - **Executive Director & Executive Assistant Contracts**:

* Possible additions of staff, support personal, etc
	+ Project Manager: could assign projects on an as-needed basis
	+ Foundation Ambassador: apply after State Officer interviews, could be at all Foundation events to be an extra set of hands at events, etc.
* Jason Long makes a motion for to implement proposed 5% salary increase for both ED and EA, plus replicate the respective bonuses from 2019 and 2020. Jim Wilson seconds. Motion passes.

**Proposed 2019-2020 Budget:**

* Sarah VanderVliet moved to accept budget with changes as presented by Budget committee, Cayla Graves seconds. Motion passes. (see attached budget). This included following changes from what was emailed out prior to meeting:
* Increase convention supplies from $3,500 to $5,100
* Add convention Facilities line, $15,000
* WLC Bus, increase budget to $2,000 for 2019-2020

**Next Meeting:**January 16th, 2020 - Ft. Pierre, SD

Meeting adjourned, 3:19 pm

Minutes recorded by Secretary, Beth Mayrose

**Sponsor Committee Meeting**

PRESENT: Brett Heezen, Jason Long, John Lentz, Sarah Kroeger, Clayton Sorum, Gretchen Sharp, Gerri Eide, Sandy Osterday

Meeting was called to order at 3:35 by Chairman Brett Heezen.

Nominations for Committee Chairman:

* Brett Heezen nominated, accepts nomination
* Discussion on **Convention session sponsorship** packages. Group expressed concern that it would undermine Star Partner program. A **Talent &/or Chorus package** **was suggested** – sponsor would be announced before session, with a 30 second video played either before or after group sang each session.
* **Discussed pre-session sponsor –** shirt, sunglasses, or cozies sponsor provides could be thrown out, 1/3 page convention program ad, and name in convention sponsors area of program. Gerri will work on pricing, but $7,500 discussed. Should be high for exclusivity.
* Asked Sarah and Clayton to develop video clips to be played during convention. Ideas:
	+ Day of Service (Sandy)
	+ Career Carnival (Sunday night only)
	+ Workshops (plays Sunday night only)
	+ Leadership Retreat promo (play all sessions)
	+ Advisor Tribute scholarship promo (play all sessions)
	+ Try an LDE (play all sessions)
	+ Leave a Legacy video

Next Meeting: A **sponsor committee conference call meeting was scheduled for September 24 at 6:00 pm to check in and see how everyone is progressing on our goals.**

Meeting adjourned 5:15 pm