**SD FFA Foundation State-wide Industry Committee meeting**

**January 22nd, 11:00am – Drifters Ft. Pierre & Zoom**

Present: Shad Christman, Sandy Osterday, Matt Leisinger, Steven Zemlicka, Wes Hotchkiss, Nathan Linke, Sarah Kroeger, Matilyn Kerr, John Lentz and Gerri Eide.

Chair Shad Christman led the meeting.

Gerri reported on grants received SD Ag Foundation for the Ag Adventure Center, TransCanada grant is submitted, and FFA will have a new presence, the Ag Adventure Zone during the Black Hills Stock Show.

Each industry rep shared recent contacts and goals for connecting:

Shad & Rebecca – wrote a letter for all board members to use to invite past members to pay it forward; making cold calls; wondered about options for bringing breweries on board; Schwanns contact??

Wes - Kuchler in Rapid City, Great Western Bank, Warren Chemical, SD Hemp Growers Contact Gary Cammack; BHSS vendors & KBHB radio

Mattilyn – Ty Littau; Abby Bishop with Sioux Falls StockYards - getting exhibit &/or video promoting FFA

Sandy – Vitelli

Matt – Green Thumb (seed sales by Oldham)

Steven – Twin Valley Tire, North Side Implement, Syngenta and planning to make more connections in February, as work allows

Sarah – Shrimp Farm in Madison

John Lentz – Pro Ag Engineering for the Agriscience Fair

Nathan – SDFB for AAZ. Would like Brookings Culvers contact information for Phonathon also

Discussed need to keep looking for donations for Titan Tire Auction in August. Common Sense Manufacturing was suggested

Discussed ways to utilize Jim Woster’s offer to promote FFA. Ask for a recorded video to post on

**SD FFA Foundation Board of Directors Meeting**

**January 22, 1:30pm CST- Drifters, Ft. Pierre & zoom**

Present: Gretchen Sharp, Sandy Osterday, Gerri Eide, Mercedes Lemke, Steven Zemlicka, Michelle Nelson, Sarah Kroeger, Shad Christman, Adam Franken, Nathan Linke, Matilyn Kerr, Sarah VanDerVliet, Sarah Kroeger, Jessie Knutson, Dan Tonak (after the Association BOD meeting), Wes Hotchkiss, John Lentz, Erin Wammen, Cayla Graves, Jason Long, Matt Leisinger, Dani Herring (after the Association BOD meeting), Michelle Nelson (after the Association BOD meeting), Samantha Olson (after the Association BOD meeting), Hunter Eide (after the Association BOD meeting)

*\*All actions taken are unanimous unless otherwise stated.*

* Meeting was called to order at 1:35pm by President Sandy Osterday.
* Minutes from last meeting where approved
* Gretchen Sharp read the treasure’s report we have $1,061,983.89 total in all Foundation accounts, the report was approved.

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| **SD FFA Foundation Treasurer's Report 12/31/20** |  |
| Wells Fargo (Checking) |  $ 264,794.77  |
| Wells Fargo (High Yield Savings) |  $ 25,116.59  |
|  |  |
| SD Community Foundation |  $ 13,833.39  |
|  |  |
| SD FFA Foundation Endowment |  $ 423,880.60  |
| Bob Bell Endowment |  $ 141,901.88  |
| Mary Hanson Memorial Endowment |  $ 94,954.61  |
| Walt Johnson Memorial Endowment |  $ 46,044.89  |
| Ernie Wingen Memorial Endowment |  $ 37,612.32  |
| Gary Grey Memorial Endowment |  $ 13,844.84  |
|  |  **$ 1,061,983.89**  |

* Introductions
	+ Acceptance of new District 6 Industry rep – Matt Leisinger, done via electronic vote.
* Brad Reinke with Reinke-Gray Wealth Management went over our investment portfolio. The market is looking positive for the future. We are considering a distribution of 4% on scholarship endowment accounts instead of 3%, with Brad stated we could do without jeopardizing the principal investments. It was moved by Jason and seconded by Wes to approve the investment report. Motion was approved.
* The Ernie Wingen endowment will start self-supporting the Ernie Wingen Scholarship in 2023 if set at a 4% distribution. By increasing the distribution to 4%, the Bob Bell Endowment could support the State Officer Scholarship to $750 each. It was moved by Jason and seconded by Wes to approve increasing the endowment distribution percentage to 4% and not assessing an administrative fee on endowments. Motion was approved.
* It was moved by Wes Hotchkiss and second by Mercedes Lemke to reinvest the income from the South Dakota Community Fund into the fund. Motion was approved.
* The SD FFA Foundation Report of Activities for 2020 were summarized and approved.
	+ The group talked about Jim Woster doing a video promoting the SD FFA to use at the Ag Stock Yards in Sioux Falls and potential seeing if we can add an FFA display to the stockyards. Matilyn Kerr is reaching out to the stock yards program.
	+ The Christmas letter went well and were done by Sadie Vander Wal.
	+ We made $1,100 on Giving Tuesday for FFA jackets. Jacket program made awarded 404 jackets, only about 60 applicants where not funded.
	+ Ag Adventure Center went well and working on funds for adding a gazebo and expanding a possible bee exhibit. Pipestone is thinking about adding a soy deisel pump.
	+ Ag Adventure Zone is happening at the Rapid City Stock Show.
	+ Nine chapters were provided with $500 for COVID relief.
	+ A watch party was done for National FFA Convention.
	+ Twenty-nine scholarships where award to high school seniors and they were all claimed.
	+ Farmer’s Mutual of Nebraska is a new star partner at 3 Star level. LG has dropped out and Army will donate again if they can attend face to face events. Exhibitor numbers where down at the state fair.
	+ State Leadership Career Carnival in a box was a success, 25 chapters received them. Power chargers were given to all state leadership participants.
* Most of Team Ag Ed used their entire Star Partner funding, except post-secondary ag leadership and alumni sections left partial funding unused.
* Association Report-
	+ LDEs went well for the fall.
	+ Working plans for proficiency judging, nothing is set in stone.
	+ Agriscience fair well be in person in Chamberlain, March 31st.
	+ 4,587 FFA members and 95 chapters and three additional chapters with no membership.
	+ The State Fair FFA beef show will be Thursday at noon in the 4-H barn. We are giving up one of the goat show rings for U-fit-it. Round robin will be in the dairy barn.
	+ District reports are everyone just wants to have everything in person.
	+ FFA State officers visited virtually and in person with 40 chapters. There will be three district officer trainings at the three different locations. In place of legislative breakfast state officer will be handing out snacks to legislators Feb. 23rd in capitol.
	+ 282 state degrees where approved, five memberships are under review.
	+ A waiver will be created for student’s taking distance education courses.
	+ Going to revamp constitution and bylaws.
	+ Formed a task force for state convention and CDEs. It will be hosted in Rapid City, the Kjerstad Event center and Central States Fairgrounds. The original dates will be kept, April 11-13th with sessions only on Monday and Tuesday. No speakers, only state officer retiring address. Star interviews are planned to be in person. There will only be five teams/ CDE/ district and can replace members until the day of. There will be no limit for range ID. Districts will decide who qualifies. Session will be virtually streamed. Chapters have to sit together. If students don’t wear mask they will be disqualified. Sponsors will be allowed to attended with a mask. Career Carnival will be happening. Foundation board members will be able to attend.
* Lincoln Electric will be sponsoring welders for chapters in need. Details still being finalized
* Upcoming Events:
	+ National FFA week, February 20th-27th
	+ February 24th - East River Electric will be a hosting a virtual conference for FFA members interested in agriculture careers. Sessions will be available after the event for teachers to use.
	+ March 1st - proficiency judging in Brookings
	+ March 31st - Agriscience Fair in Chamberlain
	+ State FFA Convention - April 11-13 in Rapid City
	+ Foundation Board Meeting - April 11th, 4 pm MST in Rapid City
	+ Summer conference will be in July 25-28 in Watertown at Lake Area Tech/Ramkota

**SD FFA Foundation Report of Activities 2020**

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

* **Annual report** – incorporated into the October FFA newsletter, creating wider distribution. 1975 recipients including all advisors and their principals and superintendents.
* **annual brochure** - printed, will be mailed out in January. Copies mailed to each board member, asking you to make asks to new/potential donors. Interested in ways to use the stories inside more.
* **Media update –** reached out to Jim Woster, asking for him to help promote.
* **Christmas letter-** sent in December. Past state officer, Sadie Vander Wal assisted in putting together. $2,469 to date, still coming in
* **Rebecca & Shad letter** – letter for you to use if you haven’t to reconnect with past members
* **Giving Tuesday** – Rebecca created online ask through Facebook, many posts, $1120 generated. Directed toward new jackets – 5 new donors that were not past contributors. Videos from Tiffany Sanderson, Chris Nelson and 2 state officers used, and received lots of views, so good awareness
* **Jacket program** - 404 jackets awarded in 2020, 332 in 2019, 319 in 2018. $80 sponsorship provides jacket & tie/scarf. This year high thanks to RDO Equipment that sponsored 175
* **Ag Adventure Center** –went well. Working on several new things for 2021 – Gazebo - grant submitted to SD Ag Foundation ($8,000), and Farm Credit Services of America $10,000
* **Ag Adventure Zone** – Rodeo Rapid City provided space, Association & District 5 manning
* **FFA Giving Day** – During National FFA week. SDSU Ag Ed club making challenge ask video. Looking for past state officer team willing to make a challenge too.
* **KELO Tradition of Caring** – applied for in November – would provide PSA’s for SD FFA
* **Placemats** – none created this year
* **SD FFA’s New Era Update/Newsletter** –1900+ distribution per issue, plus local distribution; published 3 times/year
* **Land & Range Judging** – happened in person for all 4 regions. 1st place scholarships went out for all 7 individuals (3 Range, 4 land)
* **Chapter Community service grants** – awarded $5600 total to 13 chapters in fall 2020, thanks to a TransCanada grant we received and Wilbur Ellis.
* **Covid Grants** – provided 9 chapters $500 in grants thanks to Farm Credit Services of America & some of the TransCanada funding.
* **National Convention** – provided for State Officer watch party meal for those in Brookings – chapters invited; 7 chapters sent “Watch Party Boxes”. LDE & CDE travel scholarships held over for 2021 – may use for 2021 state convention if need to move to new location off campus
* **Scholarships** – 29 awarded to high school graduating members in 2019. Students getting 2nd semester (now).
* **phon-a-thon** planned for February –past state officers Sarah & Nathan will lead
* **Star Partner Program** – Welcomed Farmers Mutual of Nebraska as a 3 Star Partner in January. Lost SD Corn Utilization & LG Seeds in summer. Still waiting on \_\_\_\_\_\_ and Army, which is normal this time of year, suggested changes?
* **State Fair** – Foundation sponsors exhibitor shirt, showmanship sponsors, livestock premiums. Solid participation - 329 FFA members who exhibited 949 exhibits, with 2019 record # 358 FFA members who exhibited 1121 exhibits in Ag Mechanics, Horticulture, chapter exhibits, Agriscience, Beef, Sheep, Swine, Dairy, Dairy Goats, Meat Goats and Rabbits and a round robin showmanship.
* **State Leadership –** Most district events done virtually, except District 6. State held virtually over 4 weeks, results live over zoom each Friday of competitions, shared link with sponsors – Career Carnival in a Box – sent to 25 chapters, video promoting it on Facebook, all Star Partners had option to participate and also send educational videos. All provided to teachers as well as scheduled on Facebook.
* **State Convention –**
	+ - **Convention career Carnival** - ??? unsure for 2021. Waiting on Association task force decisions
		- **Convention workshops** – in the past 5 slots $500 provides industry 3 – 50 minute time slots and helps cover cost of Student Union rent. On hold for Task Force
		- **Convention videos** - Need videos created for Career Carnival, Workshops, Day of Service
		- **FFA Family of the Year** - family will be recognized Sunday evening at convention
		- **Convention app** – Does Association want to continue?
		- **Convention Service Project** – ??? Meals of Hope for 2021??? . Pioneer again committed for $5000, so $10000 in place (2020 and 2021). National FFA grant carried over from 2020 for $8000. We also ask chapters for donations through convention registration. Sandy Osterday sets up
* **Retreat shirts** – 9 in 2019. 2020 asks still sent – 4 continued sponsorship. $300 each. Hope to be able to bring back in 2021 at $400.

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

* Hosted virtual summer conference
* Working with 6 pilot schools/consortiums on the new Perkins V Comprehensive Local Needs Assessment
* Coordinating virtual AFNR Winter PD with SDAAE and SDSU
* Working with STAR Teach Ag Committee to coordinate ag teacher recruitment and retention efforts

**SDAAE Update**

**Total Membership 110**

Active:  98 Life-retired:  4 Associate: 0 Student:  1 Life-active:  3

**Ag Program Status:**

* There are currently 2 programs that remains open. **-** Aberdeen Roncalli & Bennett County
* 4 new programs were added for the 2020-2021 School year **-** Faith**,** McIntosh**,** Ethan**,** Edmunds Central
* 110 programs, 110 teachers
* Award Winners **-** SDAAE Teacher turn the Key **-** Alysha Kientopf
* SDAAE held summer conference business session July 23rd with SDACTE virtual sessions.
* Our CDE Committee has been working on virtual CDE’s last spring and virtual LDE’s this fall, they have taken over most of the planning and prep on in addition to their regular jobs.

**SDAAE Star Partner funds spent as follows:**

**Conference/Workshop Sponsor $2825**

• Teacher Care Packages for 82 teachers (SDAAE members) $1065

• Vet Science Instructional Packets for 60 teachers $1760

**Winter PD Sponsor $400**

* Moved to a virtual event

• 2021 Winter PD instructional door prizes - $550

• [moved $150 from Awards/Recognition]

**Professional Development Stipends $550**

• Vet Science Instructional Packet/Professional Development $550

**Region III and NAAE Stipends $750**

• Virtual NAAE Conference Stipends for 4 teachers $900

• [moved $150 from Awards/Recognition]

**Awards/Recognition Program $600**

• 2020 Years of Membership Awards $300

• [moved $150 to Winter PD Sponsor]

• [moved $150 to Region III/NAAE Stipends]

**Recruitment/Retention Activities $400**

• New Teacher Workshop/Welcome Packet supplies - $400

**SDSU Update:**

-We completed the semester face-to-face which was a huge accomplishment

-We hosted Jack Rabbit Invite virtually

-Individuals who will be student teaching this spring or next fall received a copy of the board game Pedigree (which we used funds for) to learn how to keep financial records and gain experience in AET. Many students reported that the game was fun and enjoyable and they will be using it in their future classrooms.

-We had over 45 students completing face-to-face and virtual field experiences this semester.

-4 Teach Ag Ambassador worked to coordinate our Teach Ag Day event and send out thank you notes to SD Ag teachers.

- We have 14 student teaching this spring. We have approximately 90 Ag Ed majors in the program.

**Adult Farm Management - SD Center of Farm/Ranch Management Update**

In the 2020 year, the SD Center of Farm/Ranch Management utilized the SD FFA Foundation funds to award a total of twenty-three $250 scholarships to individuals. Of those, four were for farms/ranches in transition where the son/daughter were moving into ownership from the previous generation. The other nineteen scholarships went to individuals that were under the age of 30, running their own operation. $250 is a third of one semester of tuition, as we wanted to make sure the individuals had some “skin” in the game by paying the rest. 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 2020 due to the Covid challenges. The speakers we had lined up for an April meeting were not willing to meet virtually at that time. We are currently looking at hosting small producer meetings in a numerous areas as we try to abide by Mitchell Tech mandates.

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.