Board of Directors Meeting Minutes
Virtual Teams
October 7, 2026, 12:00 PM CST

The meeting was called to order by President Trey Scherer.

Roll Call
Secretary Clark Jones conducted a roll call. Trey Scherer, Mike Moss, Clark Jones, Jared Stricklin, Ruben Gutierrez, Clay Howell, Randy Mason, Leon Anderson, Chris Chick, John Evangelo, Judy Long, were recognized as present for the meeting. Ray Walther, Rick Stonecipher, and Charlie Bradbury joined shortly after roll call.

Bill Wilson, Derek Thompson and Lauren Lyssy were not present.

A quorum was established.

Old Business
No old business was noted.

New Business
Banking: Move from Frost Bank to Chase
Dr. Lance Bauer reported that the organization pays various fees at Frost Bank, while its credit cards are already held through Chase. He explained that, because the organization is no longer based in San Antonio, a national bank would allow faster deposit of checks and cash received at events such as convention, and that Chase offers modest savings on merchant and business fees.

Motion: *Chris Chick moved to move all banking and credit cards from Frost Bank to Chase. Ruben Gutierrez seconded the motion. The motion was put to a vote and was approved without opposition.*

Junior Association (JBBA) Funds
Dr. Lance Bauer reported that the JBBA checking account holds just over $200,000. The JBBA youth board recommended moving $100,000 to a money market account, currently paying about 3.4% to 3.6%, consistent with the approach taken for BBU funds.

The board discussed the following:

- Trey Scherer noted that the junior program needs roughly $100,000 on hand to operate and that the remaining $100,000 could earn more than a market return. He proposed funding an annual scholarship using the proceeds.
- Leon Anderson advised that one-year CDs are paying roughly 4.4% to 4.5% and two-year CDs roughly 4.8% to 4.9%, with long-term market returns higher but riskier. He suggested laddering CDs or splitting funds between CDs and growth investments, depending on liquidity needs.

- Dr. Lance Bauer noted that JBBA wants quick access to funds in the event of a shortfall. Because fundraising revenue continues to come in, the funds would serve as a safety net.
- Ray Walther noted that the money market has historically matched the organization's treasury rates and is flexible. He suggested that the Finance Committee and Leon review options, and that a longer-term vehicle may be appropriate if the funds are not needed.

Motion: *Clark Jones moved to authorize the Treasurer and the BBU Finance Committee, in coordination with Dr. Lance Bauer, to place the $100,000 of junior funds in the best vehicle they see fit for about one year, with the goal of generating cash flow to fund a junior scholarship targeted for 2027 or 2028. Randy Mason seconded the motion. The motion was put to a vote and was approved without opposition.*

Clover Card Processing Authorization

Motion: *Randy Mason made a motion to add Kim Smith as an authorized user on the Clover credit card processing account. Leon Anderson seconded the motion. The motion was put to a vote and was approved without opposition.*

Finance Committee Report

Treasurer Ray Walther presented the Finance Committee report.

- Budget: Directors with items for the budget should contact Ray or Kim Smith within the next week. The budget must be ready for the Finance Committee before the Reno convention.
- Tax-exempt compliance: The organization is reviewing 501(c)(3) and 501(c)(5) treatment so that contributions, especially from auctions, are properly deductible and the organization avoids IRS issues. Amounts have grown, and one recent joint auction (Cattle Women and JBBA) was directed to a general fund, which creates risk. Going forward, sponsor and auction funds that previously supported convention will be routed through Beef via a grant request for educational purposes that falls within its mission. Related funds can support scholarships.

Reno Convention Update

Dr. Lance Bauer reported 208 full registrations to date and noted that attendance reflects members who are invested in the organization. Banquet event orders are being finalized, and he will meet with the venue on Monday. Staff will travel to Reno at the end of October, and a good set of cattle is expected.

The board meeting on the Thursday of convention will be available via Teams. The general membership meeting will also be streamed via Teams in view-only mode to keep remote members informed.

A brief, dashboard-style financial summary (about one slide) will be presented at the membership meeting to show the organization's financial position, as there has been concern about financial trouble and the organization is in good shape. Audited financials will be offered on request rather than printed.

Trey Scherer asked that reports show net operating income separately from other income. Ray Walther agreed and added that a multi-year line chart will be prepared.

Office and Staffing Update
Dr. Lance Bauer reported that the Badger financial services contract costs about $38,000 per year, delivers financials late (July financials were only recently received), and has had reconciliation issues. He proposed having Kim Smith handle reconciliations internally, with the Treasurer retaining online access and an audit or review continuing. Written notice must be sent by certified letter per the contract, with the change taking effect in January.

Ray Walther supported the change, noting that Badger was a valuable safeguard during staff transitions, but that Kim's financial skills now make it unnecessary. He will review reconciliations and invoices through the online system. Leon Anderson asked that Ray to outline the internal controls at the next meeting.

***Motion**: Ray Walther moved on behalf of the Finance Committee to eliminate the Badger financial services contract. Clay Howell seconded the motion. The motion was put to a vote and was approved without opposition.*

Dr. Lance Bauer also provided the following personnel updates:

- Cheramie Viator joins October 20 as Commercial Marketing Director. She brings about 10 years of experience at Westway Feeds and prior experience at Camp Cooley and Silver Spur and has already received inquiries about Beefmasters bulls from commercial buyers.
- Kylie Sikes, Junior Director, will leave with her last day on October 15. The position will be restructured into an events coordinator role covering JBBA Nationals, convention, and summer and spring meetings, plus office support (phones and member services email). Recruiting is expected to begin in November or December. In the interim, Allison Wells (Junior Committee Chair), with support from Dr. Lance Bauer and Amber See, will cover junior program needs. Trey Scherer voiced support for the new structure.

Proxies and Closing Remarks
Trey Scherer asked directors to encourage members, satellite groups, and marketing groups to submit proxies in favor of the slate of officers. About 275 to 300 votes are needed to make the election official, so roughly 50 to 100 more proxies are needed beyond convention attendance. No opposition or other business has been heard.

Trey noted a strong cattle market, congratulated members on recent sales, and thanked the board for its support during his time as president. This was Trey's final meeting as board president.

Adjourn
***Motion**: Clay Howell moved to adjourn, and Randy Mason seconded the motion. The motion was put to a vote and was approved.*

There being no further business, the meeting was adjourned at approximately 12:36 PM.