

NSIP Meeting

Thursday – December 10, 2015

7 p.m. CST

Minutes submitted by Lisa Weeks

Attendees: Tom Boyer, Rusty Burgett, John Carlson, Cody Hiemke, Rodney Kott, Ron Lewis, Jim Morgan, Reid Redden, Lisa Surber, Lisa Weeks, Walt Williams

Agenda:

- Secretary and Treasurer Reports
 - November minutes were changed to reflect Jim Morgan as the chair of the meeting. Tom Boyer motioned and John Carlson seconded. Motion passed.
 - Walt Williams presented our current financials. We currently have ~\$23K cash on hand. Rodney Kott moved to accept, Tom Boyer seconded. Motion passed. Complete report included at the end of this report.
- Program Director Update – Rusty Burgett – complete report included at the end of the minutes. There will be an NSIP booth at the ASI Convention in January thanks to ASI. NSIP is receiving a tremendous amount of support from ASI, ALB, and NSIIC. It is important that we convey our appreciation for their support. Key deliverables listed below.
 - Case Studies are being planned for spring and summer 2016.
 - Publication focus will be on highlighting producers in different parts of the country that are utilizing NSIP to improve their flocks. Be looking for these future publications from Terri Queck-Matzie.
 - Forecasting an additional \$9000 of revenue for 2016.
 - The US Dorper Breeders are showing interest in NSIP. Their data will most likely continue to run with Australia regardless of whether they are a member of Lambplan or NSIP. The group of Jim, Reed, Ron, and Rusty to clarify with Sheep Genetics.
 - The Ram Buyer's Guide is planned for presentation at the Convention.
- Committee Reports
 - Nominating Committee – Bill Shultz was not present, but the committee determined that there isn't a need to make changes to the present structure for this year. Cody Hiemke suggested we consider staggering terms for the officers to help retain experience on the executive level.
 - Technical Committee – Complete report from Ron Lewis attached at the end of this report. Ken Andries asked about FEC for goats as this is a key factor for members. Ron to follow-up.
 - Promotion & Education Committee – covered in PD report.
 - Genomics Sub-Committee – Jim Morgan reported that each group needs to determine which time of year to collect the blood for the study. Complete report attached at the end of the minutes.
 - Goat Committee – no report.
- ASI Convention to be held in Scottsdale, AZ January 26-30, 2016.
 - NSIP will hold a meeting at this convention.
 - Elections for the board will occur at this meeting.
 - Bill Shultz of the nominating committee will be working on the slate for elections.

- Tom Boyer moved to adjourn, Rodney Kott seconded.
- Next meeting scheduled for January 28, 2016 in Scottsdale, AZ.



NSIP Technical Genomics Committee
 Committee Report - [Report Dec 7 2015.doc

Treasurers Report:

Our cash on hand at the end of November was \$23k... a nice improvement from end of September. Our Pass-thru Operations show monthly and YTD losses because we received grant monies in 2015 but have spent some of that money in FY 2016. Our Ordinary Operations also show losses due to our continued support of Rusty (\$1k per mo) and Mary but no significant enrollment fee income. We'll start getting enrollment fee income in December and that will be strong thru the early months of 2016 calendar year.

This week I have sent ASI/Let's Grow our second invoice for the grant money they committed to NSIP. I expect that money (\$18k) will be deposited into our account late this week or early next. While it will not be reflected in the 2015 financials, about \$5.5k offsets the losses in Pass-Thru Operations for FY 2015. It will also be a nice boost to our cash on hand and return us to a far more comfortable cash-reserve position.

Respectfully submitted,

Walt

NSIP P&L Analysis							
Note: Pass-Thru Ops include Data Fees & Grants. Ordinary Ops are all other line items							
		November 2015 (FY 2016)			YTD 2016		
		<u>Pass-Thru</u>	<u>Ordinary</u>	<u>Total</u>	<u>Pass-Thru</u>	<u>Ordinary</u>	<u>Total</u>
Income (thousands)							
	Enrollment Fees		\$150	\$150		\$150	\$150
	Data Fees			\$0			\$0
	Grant - ALB			\$0			\$0
	Grant - LetsGrow			\$0			\$0
	Sub-Total	\$0	\$150	\$150	\$0	\$150	\$150
Expense (thousands)							
	Data Charges Aust			\$0			\$0
	ALB Support Grant	\$2,000		\$2,000	\$4,000		\$4,000
	Let's Grow Grant	\$975		\$975	\$975		\$975
	All Other		\$1,024	\$1,024		\$2,740	\$2,740
	Sub-Total	\$2,975	\$1,024	\$3,999	\$4,975	\$2,740	\$7,715
	Net P&L (thousands)	(\$2,975)	(\$874)	(\$3,849)	(\$4,975)	(\$2,590)	(\$7,565)

NSIP Program Director's Report

December 2015

The Let's Grow project is still well underway. I recently spoke at the Nebraska and Oregon state sheep conferences. I have events planned in Minnesota this weekend and Michigan in January. Case study videos and regional breeder forums are being planned and will take place this spring and summer.

I met with Jerry Sorenson and Terri Queck-Matzie this week and developed a plan for marketing and advertisements for the upcoming year. This includes a series of articles and advertisements planned for the various sheep publications and we are going to focus on highlighting producers in different parts of the country that are using NSIP to improve their productivity.

I will have a booth (donated by ASI) at the ASI convention in Scottsdale, AZ. The NSIP open session is scheduled for Thursday, January 28 from 3-5 p.m. We will have our membership meeting during this time.

A projected budget put together with the help of Walt Williams accompanies this report. We are expecting an increase in dues paying members for 2016 and even with the early payment discount, we should increase enrollment revenue by about \$9,000 if we can retain free members from 2015. We were awarded a salary matching grant from the NSIIC to match the previous funds from ALB for the program director salary so we are expecting to have a net profit of ~\$8,000 on our normal operating expenses. Total cashflow is expected to show a net loss due to receiving \$24,000 from ALB for program director salary in 2015 but only spending \$4,000 of that in 2015 and the remainder in 2016.

We are receiving tremendous support from ASI, ALB and NSIIC and it is important to let them know we are grateful for all they have done. We need to show them that their support is an investment into the future of the industry and not just an expense.
