

NSIP Meeting

Thursday – September 13, 2018

7 p.m. CST

Minutes submitted by Lisa Paris Weeks

Attendees: Matt Benz, Rusty Burgett, Lynn Fahrmeier, Cody Hiemke, Ron Lewis, Brenda Reau, Mark Roembke, Bill Shultz, Lisa Surber, Lisa Weeks

Agenda:

- Meeting chaired by Vice Chair Lynn Fahrmeier.
- Secretary Report
 - Bill Shultz moved to accept minutes, Matt Benz seconded, motion passed.
- Treasurer Report
 - Rusty Burgett presented the P&L statement. We have a large accounts receivable that is being addressed. Moving forward hard copy invoices will be mailed quarterly to the membership. Rusty discussed the option of reinstating the finance committee. Cody Hiemke will review By-Laws to confirm this change aligns with the business model. Bill Shultz moved to let the chairman form a finance committee, Brenda Reau seconded, motion passed. Volunteers for consideration on the committee include Brenda Reau, Bill Shultz, Kathy Soder, and Walt Williams. Larry Kincaid, ASI Staff Liaison, will need to be involved at some level.
- Executive Committee report
 - Presented by Rusty Burgett
 - Database fees will be moving from the US dollar (USD) to the Australian dollar (AUD). The executive committee is currently reviewing three possible proposals to present to Sheep Genetics. Lynn commented that Sheep Genetics did not realize NSIP was collecting a flock fee in addition to collecting the database fees. The executive committee is working to determine which proposal is the most revenue neutral and doesn't severely impact either the small or the large flock producer.
 - Option A – flat rate with yearly increases
 - Option B – international animal rate times 1.5 minus flock fee and annual minimum of \$100
 - Option C – base flock fee
- Program Director Report
 - Presented by Rusty Burgett – full report included at that end of the minutes.
 - NSIP sales profited \$3500 this year.
 - A considerable amount of Rusty's time was focused on these sales. Rusty requested the board consider if NSIP should be managing sales or should they be in a supporting role. Cody Hiemke discussed investigating options of partnering with other sales, taking care not to interfere with local or state sales. Cody, Rusty, and Reid will work together to form sale committees for the existing NSIP sales and report back to the board. The financial movement of NSIP sales requires further discussion. This would be an action item for the Financial Committee once established.

- Rusty requested one week leave once their new baby arrives. Bill Shultz moved to grant, Ron Lewis seconded, motion passed. Congratulations!
- Technical Committee
 - Presented by Ron Lewis
 - Neogen Gene Seek is offering a high density chip that would include genomic information vs. NSIP performance data on 48 sheep from three breeds. The breeds under consideration include Suffolk, Rambouillet, and Katahdin.
 - NSIP Website Resources – The indexes have been updated and passed on to Dr. Dave Notter for review. Once approved the document will pass to Executive Committee and Board for final approval before posting on website.
 - January meeting topics: update on the Utah project?
- The next meeting will be November 8, 2018 at 7 p.m. CST.
- Cody Hiemke moved to adjourn, seconded by Bill Shultz. Meeting adjourned.

September 2018 NSIP Program Director's Report

It has been a very busy and productive summer. We successfully completed 2 ram sales, the Center of the Nation NSIP Sale in Spencer, IA and the Eastern NSIP Sale in Wooster, OH. We had a great turn out at both sales and an outstanding overall sale average of \$782 for rams and ewes. We learned quite a bit in Wooster with a lower sale average but have made some changes for subsequent years. I have attached an estimated budget breakdown of the two sales with this report. I am waiting to hear from the veterinarians for their expenses so this is a pretty close estimate.

In between the 2 sales, I participated in the inaugural Sheep Industry Roundtable meeting in Denver, which comprised of leaders from ASI, ALB, NLFA, the packing sector and academia coming together to try to improve production efficiency in the U.S. sheep industry. From that meeting, we gained support of the NSIP expansion proposal, which was submitted to the NSIIC this week. Those grant applications will be reviewed in the coming weeks so we will hopefully be able to start planning prior to the 2019 ASI convention. I am already booking speaking engagements for 2019 including events in Minnesota, Iowa and North Carolina.

I also recently changed the invoicing process in order to reduce the amount of accounts receivables we typically carry. I will now be invoicing on a quarterly basis and mailing hard-copy invoices. This should cost NSIP roughly \$250 in postage for the year but I'm expecting it will greatly reduce our A/R as most members I speak to simply overlook the electronic invoice and have requested paper invoices. I recently mailed out account balances to any member with an open balance with hopes we'll have at least 90% of them cleared up for the fiscal year close out.

Membership is just over 450 members now and continues to rise. Thank you all for your help in serving on the board and helping to make NSIP what it is today.