

NSIP Meeting

Thursday – June 18, 2026

7 p.m. CST

Minutes submitted by Lisa Paris Weeks

Attendees: Gavin Blonquist, Joan Burke, Lynn Fahrmeier, Scott Greiner, Cody Hiemke, John Mazor, Matt Nolt, Devin Peterson, Mark Meurer, Brenda Reau, Curt Stanley, Todd Taylor, Andrew Weaver, Lisa Weeks

Agenda:

- Curt Stanley called meeting to order and presented the agenda (attached)
 - Scott Greiner moved to approve, seconded by Gavin Blonquist. Motion passed.
- Secretary Report
 - Joan Burke moved to approve the minutes from the May meeting, seconded by Scott Greiner. Motion passed.
- Treasurer Report
 - Presented by Cody Hiemke
 - Accounts are current and no bills are past due.
 - Several historical invoices did not transfer as a result of the migration from QuickBooks Desktop to QuickBooks Online. Cody is working to resolve these with producers.
 - Continuing to work with QuickBooks on account ownership which is still showing David Scales as the owner. QuickBooks offers a \$59/month advisory service with a certified ProAdvisor. Board discussed contracting the service or finding a local QuickBooks power user to streamline the accounting. Lynn Fahrmeier and others supported contracting professional help to assist Cody. Cody will report at next meeting which option is in our best interests.
 - Cody proposed the option of hiring Evelyn, who recently retired from administration at the Lamb Board, to provide part-time invoicing support. The Board is open to exploring options. Cody will report back at next meeting on Evelyn's availability and feasibility of hiring her part-time for invoicing.
 - Cody proposed moving our banking location nearer to him and away from Denver. This would allow improved mobile deposits and faster processing. The Board raised concerns over governance safeguards including dual signatures. John Mazor proposed implementing governance policies and reconciliations showing cleared checks and bank statements.
 - Cody would also like to form a new Finance Committee that would include 3-4 volunteer members. Soliciting through the newsletter is an option.
- Technical Report
 - Nothing new to report this month.
- Database Transition
 - Presented by Curt Stanley and Lynn Fahrmeier
 - Contracts between MLA and Helical are progressing; Helical working on backend integration and testing to connect platforms (analysis, reporting, Pedigree Master). Peta Bradley, MLA, will be attending the conference in Madison, Wisconsin in ~3-4 weeks.

Further in-person discussions between NSIP and MLA will be scheduled while she is in the states.

- Lynn and Curt reported that legal agreements (MLA ↔ Helical, then MLA ↔ NSIP) must be finalized before public announcements; testing must confirm data and reporting integrity. A proposal should precede invoicing.
- Board hopes to provide more concrete updates soon.
- Sale Committee – Todd Taylor
 - Online Sale – July 8, 2026, held through PL Auctions. Currently 30 lots
 - Center of the Nation Sale (CON) – July 24-25, held in Spencer, IA.
 - PL Auctions platform to manage entries
 - Currently ~100 lots
 - Social media promotion underway; Brenda coordinating additional outreach and liaison with partners (ASI, Phil Berg, and Mark Van Roekle)
- Genomics Committee Report – Joan Burke
 - Turnaround time from sample mailing to producer reports is currently ~ 7 weeks; goal is ~6 weeks or less.
 - Producer reports are sometimes processed in batches causing delays.
 - Neogen responsiveness improved after recent communications; missing reports are now addressed within 1-3 days by Neogen inquiry team.
 - New TSU submissions slowed; last 30 days saw 41 new TSUs from one producer and 273 TSUs since the new submission date started. Decline is likely due to reduced grant funding that had subsidized submissions.
 - Joan has fielded producer inquiries, assisted with missing historical reports, re-parentage, and corrected IDs; some fixes require coordination with Neogen and the Australian team. Currently there is no charge for re-parentage or historical reports retrieval, but Neogen may introduce fees in future. The Board should discuss who pays (producer vs. NSIP) in case this fee becomes active.
 - Joan maintains a spreadsheet tracking inquiries and offered to share with Cody.
 - Joan and Curt will compare submission numbers prior to GEMS-subsidized years to quantify decline in participation; Ron Lewis may need to assist distinguishing GEMS submissions.
- New Member Mentoring Committee – Gavin Blonquist
 - Issues with automated membership emails: only 10-15% of expected automated messages arrive; pay-via-Stripe deposits appear with delays (up to 2 weeks) causing onboarding delays.
 - Current workaround: Cody monitors bank/Stripe deposits weekly and manually issues numbers/emails; Gavin offered to handle welcome emails and onboarding message if Cody can forward new member notifications.
 - Action items: Improve automation so onboarding emails are reliably delivered (Cody to work with Robert Walker on Stripe/website integration). Gavin to prepare a template welcome email to send to new members and will be looped in for onboarding communications.
- Education Committee – Andrew Weaver & Brenda Reau
 - Spencer update:
 - Educational program finalized: farm tour at Kevin Goeken's (sire selection focus), afternoon sessions at 4-H center including presentation by Dr. Patricia Johnson

- (NZ), a research update (wool pellet project), and a hands-on carcass ultrasound session led by Todd Taylor, Andrew Weaver, and Alan Culham.
 - Pre-registration required; QR code and registration link to be shared. Brenda will post graphics to Facebook and coordinate MailChimp-newsletter distribution. Press release to be prepared for ASI and local media.
 - Northwest Iowa Sheep Producers declined to provide lunch this year; a food truck (“The Roost” – limited menu: fried chicken sandwiches, fries, drinks) arranged for 11:00-14:00. Donuts to be provided in the barn in the morning.
 - Consignor’s dinner will be arranged separately (not public) – Cody to coordinate with Superior Farms.
- Andrew reported the NSIP Open Forum will be offered monthly on the first Tuesday of every month beginning July 7 at 1 p.m. EST. Attendees can submit questions via Google Forms; 3-4 questions selected weekly and announced ahead of the scheduled meeting for discussion topics.
- Membership survey – committee reviewing template provided by Tracy Roeder; discussion ongoing; possibility of including survey with 2027 membership form to increase responses.
- Ultrasound Committee – no report
- By Laws Committee – on hold until the contract with MLA/Helical is in place.
- Nominating Committee – table until future meeting
- Website Committee – no report (Robert Walker Chair)
- Strategic Planning – John Mazor Chair
 - John shared three starter questions
 - What is driving the strategic process?
 - Is the current mission statement still relevant?
 - What is the relationship between NSIP and its members?
 - Group consensus: current mission statement remains generally valid but should be expanded to include vision language emphasizing industry advancement through genetics and decision-making tools for producers. Suggested pillars for strategy
 - Decision-making tools (EBVS, indices, genomic tools)
 - Education/outreach to members and wider industry
 - Governance and financial stability
 - Key discussion points:
 - Need to improve member understanding of NSIP operations, fees, and benefits (per Cody: membership understanding rated ~25%)
 - NSIP must provide accurate, validated EBVs - GEMS revealed issues and fixes will cost resources; producers need to decide breed-level investments for accuracy
 - Diversity of flock sizes and breed goals complicate messaging. NSIP must tailor tools and outreach for small hobbyists through large commercial operations
 - Consider analogies to industries where a central standard/product (like vehicle manufacturer) supports dealers adapting products to local needs
 - Next steps: schedule focused follow-up session(s) on strategic planning to refine missions/vision and identify committee members and concrete objectives. Curt will coordinate scheduling; John will lead the next discussions.
- New Business

- Sponsorship: Board approved a \$200+ Gold sponsorship for the US National Sheep Shearing Championship (Pinkville, OR, August 8). Cody to confirm sponsorship and contact Michael Estes to discuss NSIP promotion opportunities at the event.
- Lynn Fahrmeier made the motion, Brenda Reau seconded the motion.
- Next Meeting will be August 13, 2026, at 7 p.m. CST.
 - Andrew Weaver moved to adjourn the meeting, seconded by Joan Burke. Motion passed.

Agenda

Approval of the Agenda

Sec Report – Lisa

Treasurer Report - Cody

Formation of a Finance Committee?

Issues

Technical Committee – Tom M

Committee Reports - Who are your members and Short term Goals (some may not be filled)

Database Transition – Next meeting with MLA and Helical 25 Jun

Sale – Todd T

Online

CNS

Genomics Sub Comm. – Joan B, Lynn

New Member/Onboarding – Gavin B

Education -Brenda/Andrew

Ultrasound-Chris Schauer N/A at this time

By-Law – On hold

Nominating N/A at this time

Website – Robert W

Strategic Planning- John Mazor

Taskers moving forward

Old Business

New Business Sponsorship Request

Next Mtg/Taskers

Adjourn

260617 NSIP Financial Report

During the Board Meeting, let's discuss the extent to which we share the financial report information in the minutes. I probably provide far more detail than is appropriate to share publicly.

The accompanying spreadsheet is current through end of May, 2026.

The bank account is in good shape with \$47,950 and no bills outstanding.

We are 67% through the fiscal year, but only at 52% of budgeted memberships. Since membership signup is traditionally higher January through May, I anticipate we'll end the year with lower memberships.

\$2300 worth of checks were a day late arriving to Larry Kincaid at ASI, so they missed the end of May deposit and will now go in for June. I'm sitting on another \$3,972.50 in checks I will mail tomorrow and hope they get to ASI before Wednesday next week.

Invoicing progress

2026 data fee invoicing is current.

The June file will come across soon. As we did with May, I will have Evelyn at ALB invoice those accounts that I have already investigated. I will invoice those accounts I haven't invoiced yet.

I have investigated all accounts with data runs back to September 2025, and partly into August. From September 2025 to May 2026 there were 177 data runs. As I researched each account during that time frame, I've looked through an additional 852 data runs going back through 2023. There are 409 historical data runs remaining to investigate. My hope is to have these efforts complete before the end of October. Progress has slowed, as I haven't only worked through 13 accounts in June. It will pick up again once we get the June file.

I started logging time on April 11th. As of yesterday I logged 106.5 hours and invoiced for current or past non-invoiced data fees in the total shown below.

Hours:	106.5							
Totals:	6389	\$46,412.00	\$8,986.50	\$4,077.50	\$23,020.00	\$20,752.00	\$4,470.00	\$80,860.00
	Minutes	Past Due*	Not Invoiced 2023	Not Invoiced 2024	Not Invoiced 2025	Invoiced 2026	TSUs Invoiced	Total

*Past due is what I've identified on both the old and new QuickBooks accounts. These are the amounts I ask members if they've been paid. In many cases they were, but not all. I don't adjust the total once a resolution is found.

Work with Evelyn/ALB

Our first meeting with Evelyn was on April 15th, and she started invoicing memberships on April 23rd. She also assisted with May data fee invoices.

Evelyn has retired from ALB, but both are honoring the 90 day agreement we have. I'm not sure if we're considering April 15 or 23 as the start date, but I've very hopeful I can get Evelyn's help for mid-July invoicing.

Here is a screenshot from an email I sent Evelyn on Wednesday, June 17th:

Hi Evelyn! Thanks for the email!

We're moving into a more structured time frame for entering transactions.

We'll have a few more memberships to enter, but I'm awaiting some detail from our webmaster to put that together.

Sometime next week I anticipate we will have new data fee invoices to process for the June data runs. Historically, June is the largest month for data runs:

Total Producers Invoiced Per Month													
Data Run	January	February	March	April	May	June	July	August	September	October	November	December	Total
2023	16	25	29	39	68	83	52	48	30	15	19	13	437
2024	25	13	16	34	66	77	69	36	32	24	11	27	430
2025	6	16	22	30	49	54	64	43	22	18	9	10	343
2026	17	13	8	42	41	0	0	0	0	0	0	0	121
Average	21	18	22	34	61	71	62	42	28	19	13	17	409
	5%	4%	5%	8%	15%	17%	15%	10%	7%	5%	3%	4%	

Like last time, I plan to pass along invoices for you to do on the membership accounts I've already investigated, and I'll handle those that haven't been investigated.

Once the June invoices are complete, we'll be at a lull until mid-July.

My hope is we can squeeze the July invoicing under the ALB agreement, but we'll be close to the 90-day threshold when that information is available.

You'll note in the table above things get slower past July. I might be able to handle everything myself.

If there was interest from the Board, would you be willing to work for pay for NSIP doing this invoicing? If so, what do you feel a fair compensation amount would be?

I'll be in touch next week once I have more to share.

Thanks!
Cody

I'd like to discuss the idea of hiring Evelyn to continue her efforts past the 90-day window.

For reference, it takes Evelyn three to four minutes per renewed membership entry, five to six minutes for new member entry, and about four minutes per data fee invoice.

Accounts Receivable

We've been carrying an AR that's been at or above \$18k for a long time. As I've investigated these accounts, I think a large portion of this A/R was from the transition of QuickBooks Desktop to QuickBooks Online when David took over. Rusty did a lot of invoicing in QB Desktop before they transitioned, and since those transactions didn't transition to the online version I think much of the A/R from then simply didn't get accounted for. I've found numerous instances where David created new invoices in QB online to receive payments for invoices Rusty sent.

At the end of the fiscal year when all accounts are researched, we can adjust A/R accordingly. Larry and I have discussed this.

More recently, our QuickBooks A/R is:

1-30 days	\$10,343.00
31-60 days	-\$8,032.10*
61-90 days	-\$112.50*
91 and over	\$11,846.68**

*pre-paid data fees show on our AR

**71% of this is for USSES that we're working to get paid

NSIP Bank Account

NSIP's bank account is managed by Larry at ASI. I recently got access to the account so I can look at transactions. Having Larry as the middleman for deposits and payments can slow things, particularly deposits. Lately I've wondered about moving the account to my credit union. My credit union allows for mobile deposits, web pay (where the bank cuts and mails a check), and international wire transfers.

I dropped the idea to move the account by Larry. His comments bullet-pointed here:

- If your board is comfortable providing you full control of the banking aspect, I would have no problem turning that over to you.
- Basically, you would just provide me a bank statement each month that I could make entries from, assuming ASI would still enter in our accounting system and run financials.
- You would keep all the backup details. You should verify your credit union can handle international wires for MLA.
- Ultimately, NSIP might consider taking over the whole thing and integrate the accounting transactions we do in our system with QuickBooks so you have everything in one place.

We are not using QuickBooks to the full potential. I haven't entered any AP transactions, but that could change once all accounts are cleaned up.

These considerations and others, including engaging some official QuickBooks accounting help, are why I've floated the idea of a **Finance Committee**. It would be good to have more than just me tuned into what's going on with our finances.

Outstanding work to be done

With genotyping payments going to Dr. Burke, I've fallen behind logging those payments in QuickBooks. We also need to evaluate the full cost of running TSUs. We are in the red on genotyping due to time to coordinate samples, deal with inbound TSU errors, and communicate results.