

Treasure State Cutting Club (TSCC)
Board of Directors Meeting
February 13, 2021

Present: Scott Steyee (President), Sandy Gruninger (VP), Jessica Lee (Secretary), Jess Kirkpatrick (BOD), Chris Basham (BOD), Lannie Lemons (BOD), Karla Camp (BOD), Gretchen Dunn (Treasurer)

Absent: Cody Lee (BOD), Bill Fischer (BOD)

Others present: Sarah Steyee, Deborah Thorpe

Location: Overland Express, 2250 11th Avenue, Helena, MT 59601

Scott Steyee called the meeting to order at 11:23 a.m.

Financial Overview

- ❖ Deborah Thorpe as outgoing Treasurer provided 2020 year end financials including per show Profit/Loss sheets. Our club checking balance as of 02/10/2021 is \$13,040.71 and savings balance is \$6,331.17.
- ❖ Gretchen Dunn as new TSCC Treasurer will need to be added to the Wells Fargo checking account, new checks ordered with her mailing address as well as a new debit card. Deborah Thorpe will be removed as a Key Executive and Signer and Jessica Lee will remain a Key Executive and Signer on that account. We will also enable online access so that Gretchen and Jessica can view bank account activity.
- ❖ Deborah was present to provide financials and turn over her records to Gretchen.
- ❖ Deborah Thorpe needs removed from the Wells Fargo checking account as a Key Executive and Signer.
- ❖ Gretchen Dunn needs added to the Wells Fargo checking account as a Key Executive and Signer. As the club owns no real estate, the account mailing address should be updated to her address: 3955 Snowdrift Lane, Missoula, MT 59808. Phone number (406)531-5993.

Faster Cuts

- ❖ Deborah purchased the 2021 cloud-based program prior to this board meeting and Kelly Fraser will install the program on the club's laptop. This new program is entirely WiFi based and cannot be accessed offline. Lannie Lemons has offered to check on the cost of enabling WiFi via OnStar in his truck (as he is at all TSCC shows) and if it is affordable, the club could reimburse his cost and utilize continuous access from start to finish at all shows. As a backup, we would have a JetPack and/or hotspot from board members phones to avoid disruption with the operating the program.
- ❖ Should WiFi be an issue, the Show Secretary will need to hand record data and possibly process paybacks manually until the program can be accessed and updated.

Show Secretary

- ❖ Ashley Lee is willing to handle this position again and train a backup. Connie Basham has agreed to learn the system and cover if Ashley is unavailable for a show. Kelly Fraser has indicated she would cover, if necessary, and if she is available.
- ❖ As Kelly Fraser has our office equipment, Jessica will get those items from her at the MCHA show in Laurel this April.

Board Member Duty Assignments

- ❖ Sponsor Banners – Lannie Lemons
- ❖ Mechanical Cow – Chris Basham & Lannie Lemons
- ❖ PA System & Timer – Scott Steyee & Sandy Gruninger
- ❖ Liability Signs – Jessica Lee

Logo Wear

- ❖ Board agrees we need to have some new options yet keep the regular line. Sarah will check on the cost of vests and jackets, etc. Need to have inventory for the year. Budget \$800.
- ❖ Sales need to be profitable for the organization.
- ❖ Ensure sales are properly categorized in Faster Cuts.

2021 Clinics

- ❖ Tim Denton at 5C or NSR (June/July?) Jessica
- ❖ Jess, Chris & Karla – Beginner's Clinic, location TBD
- ❖ Cletus Huling – Beginner's Clinic in Belgrade or Townsend (May?) Sandy

Announcer

- ❖ Tami Allen is willing to announce again this year. She would like to show her horse and would need help warming the horse up and covering her announcer spot temporarily. We can help her do this so that she can be involved showing her horse.

Show Committee

- ❖ They would handle everything to produce a show other than the cattle, unless the show is TSCC produced. The Board of Directors will oversee this committee.
 - Billy or Kelli Campbell (contact for approval)
 - Karla Camp
 - Chris Basham
 - Jess Kirkpatrick
 - Club member who lives in the vicinity of the show that can assist with hanging fliers, etc. that will get them involved in the process.
- ❖ Chris has agreed to be the point man at all shows, which includes ensuring the Show Secretary and President are informed of any/all changes throughout the show.

MOTION: CARRIED

TSCC Website

- ❖ Sandy intends to make some major changes to our club website.
- ❖ We request a drop-down menu so members can select a show and then bring up details on that particular show. This could be a professional .pdf style document with details on every show (as that info becomes available).
- ❖ The website needs to be more user friendly and cater to beginners, intermediate and advanced riders. Some ideas/suggestions are to add video clips and include an easy to find price list so folks can see that our club shows are affordable.

- ❖ We need to be connected to the reined cowhorse network so they know we offer classes they would be interested in. Find a way to link our website with theirs?
- ❖ Equistat updates
- ❖ Sponsor page – ensure ALL details are entered for every sponsor.
- ❖ Trainers – discussion on adding more trainers to our website than are within our membership base. It will be an advantage to the trainers and new members are more likely to find a trainer closer to them if there are more options. Add all trainers currently in our membership base.

Cattle Supplier Agreement

- ❖ MCHA developed and implemented a written agreement to help ensure cattle suppliers are not compensated for cattle that have previously been worked in any cattle event or practice prior to the event or that are delivered in an unacceptable condition. Board agrees that this would be a valuable addition to our existing Producer Agreement.
- ❖ Jessica will revise the document from MCHA to TSCC format.

MOTION: CARRIED

Sponsorships

- ❖ Jessica will email the 2020 Sponsor list to the Board and Scott will assign board members to contact certain sponsors. Sandy will contact Scott Amos.
- ❖ Jess Kirkpatrick provided a pamphlet that the reined cowhorse association has been using that is an effective tool for obtaining larger sponsorships and offers a professional presentation for their organization. They offer tiered sponsorship options with added benefits to higher levels.
- ❖ Sarah suggested offering the highest sponsor(s) a backdrop for any circuit/buckle award photos taken throughout the year. Higher levels could have the best banner placement for advertising.
- ❖ Sarah has a graphic design program and she will create a draft for the board to review so we can consider this strategy to obtain even more loyal sponsors.

New Class

- ❖ Board discussed adding a class for younger horses (though no age limit) using re-run cattle. Horses earnings cannot exceed \$1,500 in NCHA, TSCC club earnings (reported to Equistat) and/or cowhorse classes. This will be judged as a standard cutting class with a one-hand reining requirement. Rider is not required to own the horse. Charge used cattle class fee.
- ❖ Board agrees to add a 1500 Novice Open class for 2021.

MOTION: CARRIED

Tentative Show Schedule for 2021

- ❖ **April 9-10 @ 406 Arena, Vaughn**
 - Billy & Scott working on
 - \$700 arena fee/day
- ❖ **April 23-24 @ 5C Arena, Corvallis (?)**
 - Cody Lee is checking on cattle – need more sources. MCHA has a tentative show scheduled here in June.
 - Chris will check to see if we could get a ½ practice day for \$300.
- ❖ **May 22 @ Kimpton Ranch, Toston**
 - This is the only date Brian has for his show.
- ❖ **June 19 @ Twin Bridges**
 - Karla Camp
 - \$300/day includes arena, panels, tractor, sand, etc
 - Shavings \$7/each
 - Cattle supplier separate, \$35/head. Shipping \$3 - \$5/head
- ❖ **July 2-4 @ Dooling Ranch, Jackson**
 - Jess Kirkpatrick
- ❖ **July ? @ Shelby Fairgrounds (?)**
 - Scott Steyee
 - TSCC produced
- ❖ **August 6-7 @ NSR, Hamilton**
 - Cody Lee
 - Practice & show

❖ **Aug/Sept ? @ Deer Lodge (?)**

- Karla Camp
 - TSCC produced
- ❖ Cascade? Sarah to check on parking, panels, etc. (?)

Year End Award Banquet & Meeting

- ❖ Date & Location TBD
- ❖ Jessica, Karla & Sarah will handle awards this year.

Club Profit

- ❖ Using club's own mechanical cow
- ❖ Possibly more silent auctions
- ❖ Club apparel
- ❖ Have members reserve stalls through rented facility whenever possible to avoid club paying for stalls not used.
- ❖ Board agreed to charge a turnback (TB) stall fee to cover the expense of trainer's turnback horse stalls at rented facilities. New TB Fee will be \$8 per class and needs to be listed as its own fee in Faster Cuts. This will be charged at every show and added to all classes except the Youth. **MOTION: CARRIED**

Never Won a Buckle Class

- ❖ We will offer two NWB classes this year, provided we have a minimum of three entries for each class. **MOTION: CARRIED**
 - Dooling Ranch Show (Buckle sponsored by Half Second Split/Steeyee)
 - Never Sweat Ranch (Buckle sponsored by Karla Camp)

Old Business

- ❖ Finalize purchase of mechanical cow from Cody Lee.
 - Club agrees to pay \$800. Purchase approved via quorum email vote last fall.
 - Club needs to get setup from Cody
- ❖ We are utilizing Equistat to record TSCC horse earnings. Kelly Fraser provided Connie Basham with the 2020 year-end results so earnings are current at this time. Access via AQHA.

Other discussion

- ❖ Scott will post a Welcome 2021 announcement on our Facebook page that will introduce our club and give a clear description of what our club offers to reach out to new and even past members.
- ❖ We discussed our club being involved with the new NCHA National Circuit Program. As a cutting club we are eligible to participate in this program that could encourage greater involvement between MCHA and TSCC members. We may opt to only be involved with one or two of our shows this season; however, the board agreed to table this discussion until a later time.
- ❖ Lannie mentioned that he heard about free advertising for non-profits through radio stations and will follow up on that.
- ❖ Voting concerns – some discussion was made about the past election issues with electronic votes. We have considered assigning member numbers and modifying our JotForm to accept the member number which would indicate single or family and members could submit either a single or family vote online. The other option that was not discussed would be mail in ballots. This subject requires more consideration for a more efficient system going forward.
- ❖ Gretchen could use a QuickBooks Desktop program (about \$400) and will check to see if it is compatible with our new 2021 Faster Cuts software. The club would also like to purchase a Square so we can offer an option to settle up with a credit card (per transaction fee only). **MOTION (both): CARRIED**

Meeting adjourned at 3:00 p.m.

Minutes taken by Jessica Lee, TSCC Secretary