

Minutes of the Montana Cutting Horse Association (MCHA)
Board of Directors' Meeting

June 29th, 2022
Via Zoom

President Doug Pearce called the meeting to order at 7:06 p.m.

Directors Present: President Doug Pearce, Vice President Peri Suenram, Kelsey Fraser, Wylie Fraser, Darrell Lee, Rick Anderson, and Rob Fraser

Directors Absent: Tanya Dvarishkis

Others Present: Secretary/Treasurer Kelly Fraser

The minutes of the June 1st BOD meeting had been distributed to the Board prior to the meeting and were approved on a voice vote. The Minutes of the June 16th BOD meeting were discussed and shall be modified and reviewed for approval at the next BOD meeting.

OLD OR UNFINISHED BUSINESS:

Beaverhead Cutting #1 – Dillon, MT

President Doug Pearce noted that the profit and loss for the Dillon #1 show had been distributed to the Board prior to the meeting and opened the floor to discussion and questions regarding the financials. Rick Anderson questioned the cattle handling cost of this year's show in comparison to last year's show as it was higher this year. Doug said the cost increase was due to the extra show day for the 2022 show (four show days), 2021 was only a three-day show. Rick also questioned the outstanding balance that one competitor still had not yet paid and wanted to know how we go about collecting it. Kelly Fraser said she had contacted Theresa Nelson, and Theresa was going to work on collecting the funds. Vice President Peri Suenram said she was surprised at the balance due and said she does not want to have any unpaid balances left at the end of a show. Peri acknowledged that there was a loss for this show but hopes that with the second Dillon show we will average out a positive balance. In retrospect the Board agreed that this show should have been a three-day show and will be in 2023. Darrell Lee congratulated Peri on putting on a great show and said there was positive feedback from the competitors on all aspects of the show. Peri said neither John Seymour nor herself received any complaints.

NEW BUSINESS:

Beaverhead Cutting #2 – Dillon, MT

Vice President Peri Suenram said at this time she had around 90 stall reservations for the second Dillon show. She noted that it will only be a three-day show and that they are working on some sand adjustments that should help with the bottom line. She said they will be offering priority

three-year-old practices during the show to help draw some interest. She said the cattle cost is going to remain at \$30/head which is a fantastic deal especially with no trucking cost.

Business Procedures

The MCHA Business Procedures had been approved by the Board previously but had not been tested until the Dillon show. Vice President Peri Suenram said John Seymour, Theresa Nelson and herself worked with the procedures as best they could but some things, especially for the Dillon show, did not work as well as they were intended. She and Kelly Fraser worked on some adjustments that may be more user friendly for the show management but still respect what the Board wants in place as business procedures.

Peri asked the Board to discuss the “no signed blank checks” to be left after the show. She suggested that IF a check is left after the conclusion of a show, that it must be filled in on the payable to line. She said that she and Doug spoke of possibly having two signatures on the checks as well. Peri reiterated that the Board does not want checks left after a show, especially several blank signed checks. The Dillon show may have to be an exception to the rule as there are certain vendors such as the Fairground stalls, the arena and the cattle that may not be cleared at the conclusion of the show. However, those are the only checks she feels would need to be left after a Dillon show, to be processed the following day. Peri said these checks would be endorsed and she or John could fill out the amount once the final payment was negotiated.

Rick Anderson said he understands there may be a need for a couple checks left after the end of a show but does not feel those checks should be signed without the “pay to” filled in. He also suggested having more signers on the checking account such as the President, Vice President and the show secretaries and did not feel two signature checks were necessary. Kelly Fraser noted that she does not have a problem with her signature being used on the checks during the show, it is only that at the completion there are blank signed checks, and in previous years a large number, being left for others to distribute and fill out. Rick said it is putting individuals and the association at risk if there are any checks that are not endorsed to a person, left after the show.

The final comment on the procedures was regarding obtaining the host hotels. The Board felt that the show management should oversee negotiating with area hotels to reserve room blocks. The Board agreed that Kelly and Peri should work on the revised procedures to be presented to the Board at the next meeting.

Year End Show – Vaughn, MT

Wylie Fraser asked the Board how much we would be able to spend on cattle. He said right now with trucking included, the quotes Todd Banner had received were around \$50/head. If there are not cattle in the feedlot close to the arena, the cattle will have to be trucked from Conrad and that is the added expense. Wylie said the cattle will be costing \$30/head but the trucking cost will be \$15-\$20 per head to get them there. Peri said the Board will have to continue to monitor the cattle situation, but it may be that in order for the show to go on, MCHA will have to pay to truck the cattle in. In general, MCHA is comfortable paying \$30-\$35 per head for cattle and

ideally would like to keep the all-in cost no more than \$38/head. Doug said if we can get the cattle the Board needs to go on with the show. Darrell cautioned the Board in keeping the actual cattle cost per head to a minimum so there is precedent set for the following years cattle cost.

Big Piney Management

President Doug Pearce informed the Board that there has not yet been an agreement entered into with Andi James for the management of the Big Piney Show. He said we had a signed contract in 2021 with Andi however, it was not followed, and what was paid to Andi was not what the contract was written for. In 2021, there was a management payment of \$10,000.00 and in addition to that there were payments of just over \$4,600.00 made to set-up and tear-down help. Doug noted the contract from last year called for Andi to be paid for less than half the amount she received. Peri said that she can foresee the cost to set up and tear down be much more this year because of the situation we are in with the portable stalls coming from various vendors instead of one main supplier. She wants to have a handle on what MCHA is willing to pay out before we get farther into this show. Rob Fraser felt that if the total cattle handling fee was included in the \$10,000.00 paid to Andi, that amount may not be out of line. Rob suggested Doug present to Andi the total payment of \$10,000.00 and what that amount will cover shall include show management, the cattle handling, and the stall set-up and tear-down labor; he also wants it made clear that the show concessions would come out of that amount as well (i.e. the James family and whatever help Andi has would have their own concession tab). Darrell Lee agreed with Rob that \$10,000.00 is a realistic figure of what MCHA would be willing to pay, not \$15,000.00. He suggested Doug approach Andi and say that \$10,000.00 is what the MCHA Board can pay, if they can get labor for less that is more money for Andi. Darrell suggested leaving it at that and allow Andi to figure out the details. Rob added that Andi will also need to know what is expected of her for the \$10,000.00. Peri also likes the approach of a flat rate proposal that is all inclusive and wants this done as soon as possible so the Board can move forward and figure out the small details of the show. Doug will call Andi and discuss the proposal.

Big Piney Judge

Vice President Peri Suenram apologized for not getting a show committee call together last week. She told the Board that Cindy Garoutte, as 2021 Vice President and in charge of shows, had given her a list of judges in January; Peri assumed that it was the procedure to choose and contact Judges on that list. She said she had already identified four possibilities and had given those names to Andi James to contact, Andi in turn gave that list to Kelly Fraser once the Business Procedures came out. In reviewing the list Andi had given to Kelly, it was determined that other Judges needed to be considered. Kelly asked Rob if there were some names he would like to see contacted. Rob said he would like to make sure we have a AAAA Judge for the show. Peri suggested all the Board members who would like to present names please email her a list.

New Board Member

President Doug Pearce said he had spoken to three people that were willing to step into the Board position to fill out the term of 2022 to 2023: Tami Allen, Michelle Van Dyke, and Roy

Oliver. Wylie Fraser said he had asked Todd Banner however Todd had not given the for sure that he would be able to consider the position. Wylie Fraser made the motion to approve Roy Oliver as Board member for the remainder of 2022 to 2023, motion seconded by Rick Anderson seconded, motion carried on a voice vote.

2021 Financials

President Doug Pearce asked if all the Board members had a chance to look at the 2021 financials that Kelly Fraser had sent out and asked that Kelly discuss them. Kelly said that she had started with Big Piney, and went through all three shows MCHA produced in 2021. Kelly said that the revised 2021 financials are as correct as she can get with the documents provided. She stressed that the 2021 figures need to be re-presented to the membership at the annual GM meeting as this is a more complete picture of 2021 than was given out at the previous GM meeting. Peri made the motion for the 2021 financials to be presented to the General Membership at the Annual Meeting held during the Year End show, seconded by Darrell Lee and passed on a voice vote.

President Doug Pearce adjourned the meeting at 8:38 p.m.