

Upper Midwest A-C Club™
Board Meeting Minutes
Squeaky's Grill & Bar, Hutchinson MN
Saturday August 7, 2021 @ 10:00am

Call to Order: Darrell called the meeting to order at 10:08 a.m.

Roll Call: Present - Darrell Grams Sr., Scott Overgaard, Todd Grams, Lynn Bushard, Joan Paulson

Absent: Joe Graunke, Dave Grinnell, Cody Hager, Lori Miller

Others present: Jessica Meech, Arlene Bushard, Dottie May, Dale May, Bob Paulson,
Rich Martin, Bobby Paulson, Norm Grams, Brenna Grams

TREASURER'S REPORT:

Todd passes out Profit & Loss Recap as of 8/6/2021

Meeting agenda is to recap our 2021 Show.

Golf carts: The Club made a profit of \$4,100 even though we were short on carts due to suppliers unable to secure enough carts. Per Todd, most of profit comes from double renting. The station needs to be manned every hour of the show.

Merchandise: Scott and Jessica thought overall sales were very good, especially T-shirt and hat sales as we sold out of them early. Darrell noted that the overall sales in the red. Scott stated loss is due to Belt Buckles, only sold 68 during the show out of the 250. Have sold some since the show and have listed on Facebook. Todd suggests make FB post shareable to generate more sales.

Pedal Raffle Tractor: Darrell noted Pedal tractor ticket sales were successful. Scott noted pedal ticket sales were up \$700 compared with recent years. He is not sure if was the show or the pedal tractor model. Currently the Club owns a D-19 (\$300). After discussion it was decided to raffle D-19 for 2022 and have the Club purchase another WD-45 from Scott for 2023. 2023 is the 70th anniversary of the WD-45. Bob Paulson is wondering if we can get a 190 for 2024 as it would be the 60th anniversary for that tractor.

D-14 Raffle Tractor: Darrell said Raffle tractor sales good. Scott said tractor raffle ticket sales were up at least \$3K compared with recent years. Darrell said the winner of the D-14 bought his ticket at Runnings. Todd: Box full of pre-show sales. Need to advertise early and get request form out. Darrell, Bob and others stated the great support from Runnings in selling Raffle tickets before our show.

Show Toy: Rich said all of the 330-planters (2020 Toy) are sold. This year's toy (2300 self-propelled sprayer) currently 939 units are sold. Leaving 60 left out of the 1000 units ordered. (We typically keep 10 to cover shipping mishaps, so 50 left. Toy museum gets one).

Future Show Toy: Waiting for Permission to make disc-chisel plow (model 1500 min-till) for 2024. Need to make implement in order to make a toy now. Permission is needed from Ertl and Tommy. Show Toy for 2022 could be the 140S Manure spreader would need to sell for \$170 if 800 made. Make 1000 sell for \$135-140. Spec-Cast is looking into making an Oliver spreader (Allis made for Oliver) which would reduce our tooling costs, such that we could make 800 and sell for \$135. Currently, Ertl has a 35% price increase on toys, 200% increase on shipping containers. Rich will hear more information from Spec-Cast on Monday. Outback Toys bought 160 of the sprayers. Helle Implement and Bossen Implement also purchased. We discount to vendors because they buy so many. Lynn makes motion to go with 140S spreader. Scott seconds. Motion carries. The Board will revisit if it becomes unaffordable. Currently there is \$42,000 toy money coming in, \$65,000 check needs to go out. 20% down (\$8000) needed in advance for 140S spreader. 30% after tooling. Rich is wondering what to do about shipping in 2022? We are losing money due to toys not being able to be picked up at show. For 2022, Rich suggests that all toys will be shipped... revisit this when we get costs. Darrell: Have brief phone meeting when costs available and make final decision then. Rich is looking into making a Gleaner combine toy for 2023 as this would be Gleaner's 100th anniversary.

Scholarship: \$6,482 dollars. Dottie would like numbers from actual auction items. (\$4,705 for auction items per Brenna). Several donations after the auction as well, these totaled \$3,355. There was additional money earned for the Scholarships Fund by Lad & Laddy Benes selling the donated parts from the Schipansky family. Lad and Laddy sold these parts at the show for a total of \$1,858. Scott would like article for newsletter. Dottie would like to set maximum scholarships awarded each year. There were 10 applicants for this year's scholarship which have been reviewed by Dottie and Cody. Carissa Buttjer would also like to be on the committee which currently consists of Cody, Dottie and Dale Hines. Dottie chose 4 applications for final review. Decision should be made by end of August, early September. Scott would like essays for the newsletter. Darrell - how can we enhance this? Todd noted that fundraising needs to be planned throughout the year. Dottie said that she and Brenna would like to be in charge of auction.

Storage Building: Darrell has had additional fill brought in on the west side of property with the goal of leveling off the ground between the neighbor on the East side. The contractor will be leveling the dirt. Some discussion about filling in the southwest corner more, it was stressed that we should remove any black dirt/organic material before adding to the top of any new ground. The clay from elementary school, black dirt is coming from the Civil Air Patrol project. As of now, \$12,070 has been spent on building site land improvements.

Tractor Pull: Good crowd, but less participants than in the past. Brenna asks how we can remedy this in future. Lynn suggests allowing smaller/lighter tractors to have their own pull class.

Arts/Crafts/Family: Joan reported on the rural Bus trip: Friday 21 & 26 riders, Saturday 21 & 28 riders. There were 96 people total over the two days. The afternoon trip to the McLeod County Museum had 28 individuals on Friday and 25 on Saturday. Joan asked what people wanted next year, and they said to go downtown. Bingo went well. Wheels and Cogs didn't work well. Weren't staffed well. Joan would like to put all children's activities in FFA building. FFA would be willing to take over kids activities. Crafts went well. Joan has someone to take over crafts and will have information for newsletters. If Joan had membership sheet, she would have been able to sign up new members. Bobby said the same thing too.

Lynn suggestions: are quilts going to come back? Joan said no at this time. Too much work for Joan. Dottie asked about women who sold A-C fabric. Seller wouldn't come back. Arlene - where quilt people were selling was not good location. Dottie can contact quilt fabric lady to see if she would come back.

Joan - vendors had super Friday and good Saturday. Children's activities - expenses? Joan has bill to give to Todd.

Field demos: Overall went very well. Many positive comments. Bobby - garden people were very happy to have their own area. 79 units. Only complaint was dust

After the show, we struggled to get rid of the winter wheat. The Hutchinson elevator didn't want it as it was too little for semi-load. To get equipment put away, the Winter Wheat was given to a neighbor of Larry Karg's. This needs to be figured out for next year. Find a buyer in advance who is willing to pay/donate something for it. Another idea is to ask for volunteers to haul it to Shakopee. Maybe a Newsletter request.

Straw - round bales were so loose due to the short length of grain, ended up unwinding and making into square bales. 102 bales to be sold for \$4 per bale. Joan makes motion to give straw away to Darrel Jr. since he did so much work re-baling all of the round bales. Lynn seconds. Motion carries.

2022 Crop: Darrell would like to see the winter wheat planted in 3-4 weeks (late August/early September).

Food vendors: 4 have paid us. 4 more need to pay. 2 vendors didn't show up. Brenna recommends cold items such as a deli sandwich be for sale. Darrell - Have any vendors complained about percentage? Bob says none. Do we need 8 vendors next year? Usually have 5 but people have to wait in long lines so more vendors might be better. Dottie had questions about the lack of breakfast. Per Bob/Joan, vendors don't want to do breakfast. Maybe find breakfast-only vendor. Joan/Bob will look into that. Need to advertise food options better.

Swap meet: Norm feels it went pretty good for his first year. A total of \$3,250, 31 vendors showed up during show for a total of 55 spots. As of now, 24 vendors have prepaid for 77 spots for next year. Norm has priced paint machine at \$129 to \$160 for marking of the swap spots. He would also like to buy tape measure and paint too (went through 15 cans of paint, could have used at least 2 more). Daughter-in-law has volunteered to help next year. Doug Stade had good records for Norm to follow. Everyone was happy with spot size. Norm admits he can do better next year as far as parking

and drawing straighter lines. \$300 for tools. Joan makes motion to let Norm buy what he needs, Scott seconds. Motion carries. Todd recommends having parts corral for people who want to sell just a few items and not buy a whole space. Would need a volunteer to staff. Scott says club could take a cut. Bobby - garden tractors want swap area near them so they could stay near their tractors. Could parts corral be in garden tractor area (horse arena??). Norm is requesting TWO more Port-a-potties for swap meet area for a total of 3. He would like them spread out over the swap meet area East to West. Norm would also like a sign by Norm's camper saying swap meet office.

Board discussed the Swap vendor selling negative political items only. Board agreed that the Swap meet area should only be for agricultural items. T-shirts, hats should be in buildings. Revisit.

Bobby also mentioned the importance of swap meet for local vendors. Example of new vendor who is selling a back-up LED light that he created. He sold 10 lights and received 15 orders. Opened the doors to be selling at Runnings.

Toy vendors: Overall good turnout with a profit of \$3,700. Two cancelled for medical reasons. Their spots were filled. Darrell makes motion to reimburse those who needed to cancel for no reason of their own, Scott seconds. Motion carries. Lori can't do toy vendor set-up. Rich has someone to help set up (Tim Holker from Buffalo who has helpers too). Rich will work with him one more year. Tim will probably take over all toy vendor duties (so Lori will not need to be involved).

Fairgrounds: Randy Starke said we need to take down tables after show. This year and going forward we are also responsible for taking care of garbage. Some Directors received feedback that we need more garbage barrels in the field demo area. Darrell - Got invoice and was told contract needs to be renegotiated, we can expect increase. John Carickgon is taking over for Randy Starke. Darrell has gotten updated map and can give to fairgrounds staff to get tables/chairs/mailboxes set up for next year's show. Contract is year-by-year. Fair says they will never rent out our weekend to anyone else, so no need for longer contract.

Banquet: Dottie reported that we served 167 people, which included 10 complimentary (i.e. Mayor, Police, Chamber of Commerce). She noted there were many individuals asking to get tickets the day of banquet. Positive comments about food. We got charged for 170 meals... staff couldn't keep track of how many people actually served. Negative... should have had portable microphone or had speakers go up to stage. \$500 for event center. \$100 for audio/visual. \$290 for giveaways, plus some for decorations. In summary, the banquet probably had expenses that exceeded income by \$500, but all on the Board agreed it was worth the expense to promote the Show and Club. Darrell said people have asked why we don't have a banquet every year. Could be at fairgrounds, maybe food trucks. Music start hour or so after. Table this for later.

November Fall banquet: Dottie reported the event center and caterer are reserved for the second Saturday in November (13th). Current expenses are \$450 for half of room.

Church/Entertainment: Bobby reported on the good feedback on musical groups. Saturday band should start at 6:00 instead of 5:00 so it is not interrupted by scholarship auction. Bobby will advertise bands next year so more locals come. People wanted food and entertainment Thursday night.

Membership: 448 members as of yesterday. 35 are past due. They will get one more reminder (phone call or email). 35 new members at show. 173 renewals. So far this year we have 52 new members. Takeout lunches were well received. Brenna wondered if all volunteers knew about lunches. Arlene reported she gave away 79 old Newsletters at the Membership table to potentially interested individuals. Hopefully this generated some new members.

Advertising: Scott advertised in over a dozen papers and magazines. Needs copies of invoices to submit to Chamber of Commerce for tourism marketing grant program. Dottie shared some feedback on the Show Guide – future dates too small. Show guides need to be made more available. Dottie also suggested making a banner with next year's show dates and hang in merch area.

Bob mentioned a few comments he had heard regarding a few select hotels that he heard negative comments on. Should we have them listed on the Tri-folds? Bob will talk with Mary at the Chamber.

Tractor registration: Brenna would like to have a bigger banner for tractor registration. Get extra big map so people can see where things are. White boards to show registration hours. The Club's individual tractor stake-signs are in need of some repair as some of the boards need replacing. Scott volunteered to fix. All buildings/activities will open at 8:00 except for Commercial building. What are drone regulations? Per Darrell, drone was not supposed to be used. Make sign saying no drone use. Thursday 93 tractors registered, Friday 144, Saturday 25, and none for Sunday. This brings the recorded total to 262. Maybe 300 tractors total at show, as none of Club's tractors or Gary's tractors were registered. Parade went well and was well attended both days. They were a total of 27 D-19 registered at the show. All of Gail Schipansky's D-19 tractors were there except for one, which is in Canada.

1:06 p.m. Scott makes motion to adjourn, Joan seconds. Motion carries.