



## Board of Directors Meeting

Clubhouse Bar and Grill | 1411 Main St., Fort Benton, MT 59442  
Thursday, September 7, 2023 - 6:00 P.M.

Jayson Hauer, President  
Darren Fischer  
Garrett  
Greg Thayer

Brad Kantorwicz, Vice-President  
Jarvis Frank  
Justin Hager  
Katelin Standley

Derek Gibson, Treasurer  
Michael Killen  
Reed Gibson  
Terry Bartelt

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### Agenda

- I. Welcome and Introductions
- II. General Public Comment  
*This is the time for comment on public matters that are not on the agenda. Public matters do not include any pending legal matters or private personnel issues. Please do not attempt to address such issues at this time or you will be ruled out of order. The Board cannot enter a discussion during General Public Comment.*
- III. Approve June Minutes
- IV. Committee Reports  
*This is the time to discuss topics relevant to the said committee with potential preparation for action as described under old/new business.*
  - a. Executive Director
    - i. November meeting Heritage Inn, hotel rooms Sunday night November 26. Must reserve room by October 26 or they are released.
    - ii. Independent Contractor License
  - b. Convention Committee
    - i. Think of moderators
    - ii. Safety seminar
  - c. Membership
    - i. Dues increase.
  - d. Technology
    - i. Website changeover
  - e. Transportation
  - f. Legislative
  - g. Scholarship
  - h. Golf
  - i. Governance Bylaws
- V. Approve Financials
  - a. Approve adding Micky to the Stockman Bank account as a signer including a debit card.
- VI. Old Business
  - a. Approve, deny, or discuss membership dues.
- VII. New Business
  - a. ED Employment
- VIII. Next Meeting – November 27<sup>th</sup>, 2023
- IX. Adjourn

# Montana Grain Elevator Association

## Balance Sheet Prev Year Comparison

As of August 21, 2023

	Aug 21, 23	Aug 21, 22	\$ Change	% Change
<b>ASSETS</b>				
Current Assets				
Checking/Savings	10,900.43	0.00	10,900.43	100.0%
Checking Sockman Bank	75,000.00	0.00	75,000.00	100.0%
Edward Jones CD	220.81	73,083.59	-72,862.78	-99.7%
Edward Jones Money Mkt	-3,212.00	26,927.49	-30,139.49	-111.9%
MGEA Checking	0.00	1,310.42	-1,310.42	-100.0%
MGEA Savings	12,561.44	0.00	12,561.44	100.0%
Savings Stockman Bank	95,470.68	101,321.50	-5,850.82	-5.8%
Total Checking/Savings	0.00	1,175.00	-1,175.00	-100.0%
Other Current Assets	0.00	1,175.00	-1,175.00	-100.0%
Undeposited Funds	0.00	1,175.00	-1,175.00	-100.0%
Total Other Current Assets	95,470.68	102,496.50	-7,025.82	-6.9%
Total Current Assets	95,470.68	102,496.50	-7,025.82	-6.9%
<b>TOTAL ASSETS</b>	<b>95,470.68</b>	<b>102,496.50</b>	<b>-7,025.82</b>	<b>-6.9%</b>
<b>LIABILITIES &amp; EQUITY</b>				
Liabilities				
Current Liabilities				
Other Current Liabilities	0.00	225.00	-225.00	-100.0%
Deferred Revenue	275.00	500.00	-225.00	-45.0%
Due to MABA/Convention	0.00	1,725.00	-1,725.00	-100.0%
Prepaid Directory Advertisement	275.00	2,450.00	-2,175.00	-88.8%
Total Other Current Liabilities	275.00	2,450.00	-2,175.00	-88.8%
Total Current Liabilities	275.00	2,450.00	-2,175.00	-88.8%
Total Liabilities	275.00	2,450.00	-2,175.00	-88.8%
Equity				
Opening Balance Equity	55,129.65	55,129.65	0.00	0.0%
Unrestricted Net Assets	32,323.44	30,380.60	1,942.84	6.4%
Net Income	7,742.59	14,536.25	-6,793.66	-46.7%
Total Equity	95,195.68	100,046.50	-4,850.82	-4.9%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>95,470.68</b>	<b>102,496.50</b>	<b>-7,025.82</b>	<b>-6.9%</b>

# Montana Grain Elevator Association Profit & Loss Prev Year Comparison January 1 through August 21, 2023

	Jan 1 - Aug 21, 23	Jan 1 - Aug 21, 22	\$ Change	% Change
Ordinary Income/Expense				
Income	0.00	0.00	0.00	0.0%
Due to Convention				
Investments	45.60	0.07	45.53	65,042.9%
Interest-Savings, Short-term CD	2,137.22	0.00	2,137.22	100.0%
Investments - Other	0.00	1.56	-1.56	-100.0%
Total Investments	2,182.82	1.63	2,181.19	133,815.3%
Other Types of Income				
Directory	0.00	2,775.00	-2,775.00	-100.0%
Directory Ad	0.00	2,775.00	-2,775.00	-100.0%
Total Directory	0.00	100.00	-100.00	-100.0%
Other Types of Income - Other	0.00	2,875.00	-2,875.00	-100.0%
Total Other Types of Income	0.00	2,875.00	-2,875.00	-100.0%
Program Income				
Convention	21,028.19	14,157.65	6,870.54	48.5%
Membership Dues				
Regular dues	16,925.00	15,300.00	1,625.00	10.6%
Total Membership Dues	16,925.00	15,300.00	1,625.00	10.6%
Total Program Income	37,953.19	29,457.65	8,495.54	28.8%
Special Events Income				
Golf Registrations	900.00	2,000.00	-1,100.00	-55.0%
Golf Sponsors	4,850.00	5,750.00	-900.00	-15.7%
Safety Seminar	0.00	3,468.39	-3,468.39	-100.0%
Total Special Events Income	5,750.00	11,218.39	-5,468.39	-48.7%
Total Income	45,886.01	43,552.67	2,333.34	5.4%
Gross Profit				
Expense				
Awards and Grants	0.00	1,129.30	-1,129.30	-100.0%
Noncash Awards/Grants (plaques)	11,000.00	0.00	11,000.00	100.0%
Scholarship				
Total Awards and Grants	11,000.00	1,129.30	9,870.70	874.1%



# Montana Grain Elevator Association Profit & Loss Prev Year Comparison January 1 through August 21, 2023

	Jan 1 - Aug 21, 23	Jan 1 - Aug 21, 22	\$ Change	% Change
<b>Business Expenses</b>				
Business Registration Fees	20.00	20.00	0.00	0.0%
Credit Card Transaction Fee	-116.96	330.93	-447.89	-135.3%
Other Organization Dues/Fees	600.00	700.00	-100.00	-14.3%
<b>Total Business Expenses</b>	503.04	1,050.93	-547.89	-52.1%
<b>Contract Services</b>				
Accounting Fees	350.00	300.00	50.00	16.7%
Management Fees	14,782.51	19,656.00	-4,873.49	-24.8%
Contract Services - Other	0.00	0.00	0.00	0.0%
<b>Total Contract Services</b>	15,132.51	19,956.00	-4,823.49	-24.2%
<b>Fundraising Expense</b>				
Gun Raffle	1,180.00	505.00	675.00	133.7%
<b>Total Fundraising Expense</b>	1,180.00	505.00	675.00	133.7%
<b>Operations</b>				
Advertising and Promotion	315.00	0.00	315.00	100.0%
Books, Subscriptions, Reference	0.00	0.00	0.00	0.0%
Computer	2,248.11	473.71	1,774.40	374.6%
E Newsletter	249.10	124.55	124.55	100.0%
Postage, Mailing Service	130.77	102.67	28.10	27.4%
Printing and Copying	290.00	0.00	290.00	100.0%
Supplies	499.41	254.60	244.81	96.2%
Telephone, Telecommunications	124.97	176.64	-51.67	-29.3%
<b>Total Operations</b>	3,857.36	1,132.17	2,725.19	240.7%
<b>Other Types of Expenses</b>				
Directory Production	0.00	324.66	-324.66	-100.0%
Golf Tournament	2,030.00	150.00	1,880.00	1,253.3%
Insurance - Liability, D and O	1,973.00	813.00	1,160.00	142.7%
Safety Seminar	0.00	3,008.38	-3,008.38	-100.0%
<b>Total Other Types of Expenses</b>	4,003.00	4,296.04	-293.04	-6.8%
<b>Reconciliation Discrepancies</b>				
Travel and Meetings	-16.48	0.00	-16.48	-100.0%
Board Meetings	1,928.99	830.58	1,098.41	132.3%
Travel and Meetings - Other	0.00	116.40	-116.40	-100.0%
<b>Total Travel and Meetings</b>	1,928.99	946.98	982.01	103.7%

1:50 PM

08/21/23

Cash Basis

**Montana Grain Elevator Association**  
**Profit & Loss Prev Year Comparison**  
January 1 through August 21, 2023

	Jan 1 - Aug 21, 23	Jan 1 - Aug 21, 22	\$ Change	% Change
Website	555.00	0.00	555.00	100.0%
Total Expense	38,143.42	29,016.42	9,127.00	31.5%
Net Ordinary Income	7,742.59	14,536.25	-6,793.66	-46.7%
Net Income	7,742.59	14,536.25	-6,793.66	-46.7%

Montana Grain Elevator Association  
A/R Aging Detail  
As of August 21, 2023

Type	Date	Num	P. O. #	Name	Terms	Due Date	Aging	Open Balance
<b>Current</b>								
Invoice	08/21/2023	21-446		Montana Specialty ...		08/21/2023	18	400.00
Invoice	08/21/2023	21-447		Pasta Montana		08/21/2023	18	500.00
Invoice	08/21/2023	21-448		Grain Craft		08/21/2023	18	500.00
Invoice	08/18/2023	21-432		Montana Wheat & B...		08/31/2023		1,000.00
Total Current								2,400.00
<b>1 - 30</b>								
Invoice	08/03/2023	21-418		B Social		08/03/2023	18	100.00
Invoice	08/03/2023	21-420		Big Iron Truck & RV ...		08/03/2023	18	500.00
Invoice	08/03/2023	21-421		BNSF Railway		08/03/2023	18	1,500.00
Invoice	08/03/2023	21-422		Club House Bar		08/03/2023	18	100.00
Invoice	08/03/2023	21-423		Maltetrop		08/03/2023	18	250.00
Invoice	08/03/2023	21-424		Three Rivers Commi...		08/03/2023	18	200.00
Invoice	08/03/2023	21-425		UAS Service Corp		08/03/2023	18	250.00
Invoice	08/03/2023	21-426		Viterra U.S.A. - Billin...		08/04/2023	17	250.00
Invoice	08/04/2023	21-428		Getters of Montana		08/07/2023	14	250.00
Invoice	08/07/2023	21-429		Maltetrop		08/09/2023	12	200.00
Invoice	08/09/2023	21-431		General Mills		08/09/2023	12	250.00
Invoice	08/09/2023	21-434		Laughlin Cartrell Inc.		08/10/2023	11	100.00
Invoice	08/10/2023	21-436		Central Montana Rail		08/11/2023	10	250.00
Invoice	08/11/2023	21-437		CHS Mountain West		08/11/2023	10	250.00
Invoice	08/11/2023	21-439		CHS Farmers Elevat...		08/18/2023	3	100.00
Invoice	08/18/2023	21-442		Cascade Machine &...		08/18/2023	3	100.00
Invoice	08/18/2023	21-443		Harrison Elevator		08/18/2023	3	250.00
Invoice	08/18/2023	21-445		Montana Specialty ...		08/18/2023		5,150.00
Total 1 - 30								
<b>31 - 60</b>								
Invoice	07/20/2023	21-414		Winfield Solution		07/20/2023	32	200.00
Total 31 - 60								200.00
<b>61 - 90</b>								
Total 61 - 90								
<b>&gt; 90</b>								
Invoice	06/22/2021	21-191		Verdesian		06/22/2021	790	150.00
Invoice	09/01/2021	21-228		North Montana Feed...		09/03/2021	717	100.00
Invoice	12/13/2021	21-280		Halverson Company		01/31/2022	567	225.00
Invoice	06/08/2022	21-319		Syngenta - Great Falls		06/30/2022	417	500.00
Invoice	08/25/2022	21-336		Cascade Machine &...		09/02/2022	353	100.00
Invoice	08/29/2022	21-343		Cereal Byproducts ...		09/05/2022	350	500.00
Invoice	12/05/2022	21-350		ADM-Benson Quinn		12/30/2022	234	225.00
Invoice	12/05/2022	21-359		Briess Malt and Ingr...		12/30/2022	234	225.00

Montana Grain Elevator Association  
A/R Aging Detail  
As of August 21, 2023

Type	Date	Num	P. O. #	Name	Terms	Due Date	Aging	Open Balance
Invoice	12/13/2022	21-406		Bratney Companies		12/30/2022	234	225.00
Invoice	01/02/2023	21-407		Gamer Trucking		01/02/2023	231	225.00
Total > 90								2,475.00
TOTAL								10,225.00



## June 6<sup>th</sup> Board Meeting Minutes

**Directors Present:** Reed Gibson, Derek Gibson, Jayson Hauer, Katelin Standley, Brad Kantorowicz, Terry Bartelt, Darren Fischer, Greg Thayer, Garrett Nygard, Jarvis Franck, Mike Killen, Justin Hager  
Executive Director: Micky Zurcher

**Directors Absent:** None

**Called to Order:** President Jayson called meeting to order. 8:26AM

- Micky and Garrett introduced themselves to the board.

**Minutes:** Derek makes motion to approve minutes as read, Darren seconds all approves.

**Financials:** Greg read financials; Brad makes motion to approve financials, Justin seconds all approve.

- Ryan Smart from Edward Jones talked about investment options. Greg makes motion to put all money with Edward Jones into a 5 year CD; Justin seconds everyone except Derek approves.

### **2023 Meeting Dates/Locations: Proposed Meeting Dates:**

- September 7, 2023 (6:00 PM) – Board Meeting (Clubhouse Bar & Grill, Fort Benton)
- September 8, 2023 – Golf Tournament (Fort Benton)
- November 27, 2023 – Great Falls
- January 24-26, 2024 – Great Falls Convention

## Committee Reports

### **Convention:**

- Financials.
  - Ask for more detail on financials (Auction Silent & Live), Table Revenue. Reed makes motion, Derek seconds all approve
- Objectives for joint planning meeting.
  - Coors Safe, Bucket Elevator Safety, BNSF, NGFA, PNW Update, OSHA, Preventative Maintenance.

### **Golf/Scholarship:**

- Scholarship.
  - 1- Ann Killen \$3,000
  - 2- Dakota Auck \$2,000
  - 3- Karrie Killen \$1,500
  - 4- Kendra Thayer \$1,500
  - 5- Shay Hauer \$1,500
  - 6- Katelynn Skasick \$1,000
  - 7- Alex Thayer \$500

Brad makes motion to approve scholarship amount, Reed seconds all in favor

- Tournament Confirmation



- Tournament is set for September 8<sup>th</sup> in Fort Benton, tee off at 10:00 AM
- Paul Clark Dedication.
  - Greg makes motion to use scholarship funds to help pay for patio at Signal Point Golf Course for Paul Clark Memorial; Brad Seconds all in favor.
- Hole Prizes, Sponsors, Teams
  - Email Registration and Sponsor sheets.
  - Derek makes motion to pay 1<sup>st</sup> place team \$500, 2<sup>nd</sup> place team \$300, 3<sup>rd</sup> place team \$200, Reed seconds all in favor.

#### **Membership-Nominations:**

- Directory Discussion
  - Show Micky directory so she gets an idea of what it looks like.
- 2024 Dues
  - See what other association charging, and decide at September meeting to raise dues or not.

#### **Technology-Communications:**

- Jarvis & Derek need to get bio to Micky
- Derek gave Micky admin access for the Facebook page.

#### **Transportation:**

- \$150/ car for shuttle rate
- Singles are doing good
- Labor Dispute in L.A.

#### **Legislative-Regulatory:**

- Nothing New

#### **Governance/Bylaws:**

- No changes.

#### **Safety:**

- Jayson and Jarvis are in talks with NGFA
- Reed talks to hotel about getting room for Safety Seminar

#### **Fundraising:**

- Gun Raffle instead of Golf Package
  - Kimber 45, \$20 dollars a ticket sell 500 tickets
  - Derek makes motion to spend \$2,000 for gun and raffle tickets, Darren seconds all approve.

#### **Old Business**

- Completely switched over from Wells Fargo to Stockman Bank
- Thank you, cards, sent out to Coors and Montana Metal Feb.

#### **New Business**

- Policy for past board members
  - Leave it up to board discretion whether to do memorial
- Switch mailing address over to Micky's

**Adjournment:** Darren makes motion to adjourn, Jarvis seconds, all in favor Meeting adjourned. 11:23AM