

**MINUTES OF THE
WINTER BOARD MEETING
OF THE
CHILI APPRECIATION SOCIETY INTERNATIONAL
IRVING ELKS LODGE
IRVING TEXAS
FEB. 16, 2020**

President Kris Hudspeth called the meeting to order at 8:06 am.

Secretary Nancy Hewlett called the roll.

The following Directors were present:

Kris Hudspeth, President

Cindy Noe, Vice President

Keith Karaff, Executive Director

Nancy Hewlett, Secretary

Mike Whitten, Treasurer

Renee Moore, Director

Brian Spencer, Director (was late)

Jennifer Sherfield, Director

James Burns, Director

Don Hoy, Director

Scotty Parker, Director

Brian Spencer did not answer, and Kris Hudspeth said to mark him late.

Kris Hudspeth said today was the start of the 2020 Board meeting. We will try to be as efficient as possible we have some items carried over from the workshop yesterday. I want to thank each and every one of you for the session we had yesterday and for sticking through it. It made for an especially long day. We will try to be as quick and as efficient as we can to move through the things we have on the agenda. We have a couple of things to touch on carried over from workshop and we have some votes we need to make.

Kris Hudspeth said we would touch on the budget when we get to the Treasurer Report and we will revive the discussion we started yesterday on the financials and when we get the sponsorship report today Keith and I inadvertently missed a little piece. We will put it up on the projector as part of the presentation from Richard and Ted.

2020 looks like it is going to be a challenging year financially so when we get into the budget, we are going to have to make some decisions today that are going to impact the organizations either positively or negatively.

Ratification of Board Action

Executive Director Keith Karaff said good morning everybody. He presented the consent agenda of the email votes that were taken in August, September, October, November, December and January.

AUGUST 2019 EMAIL VOTES

August 5, 2019

Keith Karaff made a motion to allow our attorney to proceed with the Federal trademark renewal process, seconded by Kris Hudspeth.

MOTION PASSED: UNANIMOUS

August 14, 2019

Mary Ellen Gillen made a motion to follow the recommendations of the Governance Committee, seconded by Brian Spencer.

MOTION RESCINDED

August 16, 2019

Cindy Noe made a motion to accept the recommendation of the Governance Committee in removing the Piney Woods Great Pepper, Secretary and incoming Pepper Popper of their offices for violating Article XIII Section 1a and Section 2a of the CASI by-laws, seconded by Mary Ellen Gillen.

MOTION PASSED: 9 Yes

1 No James Burns

1 Leave of Absence Kit Rudd

August 21, 2019

Nancy Hewlett made a motion to put a ¼ page ad in the Alpine Paper for \$252 for the first week of September, seconded by Mike Whitten.

MOTION PASSED: 10 Yes

1 Leave of Absence Kit Rudd

August 25, 2019

Don Hoy made a motion to accept the trash bid from Texas Disposal for \$5980, seconded by Kris Hudspeth.

MOTION PASSED: 10 Yes

1 Leave of Absence Kit Rudd

August 28, 2019

Nancy Hewlett made a motion to accept the recommendation of the Event Committee to accept the application of the DFW Metroplex Regional, seconded by Mary Ellen Gillen.

September 2019 Email Votes

September 9, 2019

Brian Spencer made a motion to accept the liability and umbrella insurance premiums quoted as \$21,183.60 for 2019-2020, seconded by Kris Hudspeth.

MOTION PASSED: UNANIMOUS

September 13, 2019

Don Hoy made a motion to accept the B & S Bid for four days of service quoted as \$17,425, seconded by Jennifer Sherfield.

MOTION PASSED: UNANIMOUS

September 19, 2019

Don Hoy made a motion to accept the ice bid from the Water Factory quoted as \$3250 with \$700 credit totaling \$2550, seconded by Kris Hudspeth.

MOTION PASSED: UNANIMOUS

September 25, 2019

Nancy Hewlett made a motion to accept the GPM BOD minutes, seconded by Mike Whitten.

MOTION PASSED: YES - 9

ABSTAIN – 2 (RENEE MOORE AND JENNIFER SHERFIELD)

October 2019 Email Votes

October 7, 2019

Cindy Noe made a motion to approve paying \$2000 for the band for Krazy Flats to play Thursday, Friday and Saturday night, seconded by Mike Whitten.

Motion Passed: Unanimous

December 2019 Email Votes

December 5, 2019

Mike Whitten made a motion to:

1. Transfer of funds from general to scholarship fund:
 - \$4,000 for highest student at Terlingua
 - \$,4000 - FOC transfer
2. Transfer \$4,000 from the general fund to the property insurance fund.
3. Write donation checks to the following Terlingua community agencies:
 - \$4000 - Sheriff dept
 - \$5000 - EMS
 - \$2000 - School - normal donation
 - \$2000 - School - community matching funds
 - \$2000 - Rodeo Club - Sul Ross

Seconded by Nancy Hewlett.

MOTION PASSED: UNANIMOUS

JANUARY EMAIL VOTES

01/15/2019

Brian Spencer made a motion to approve the reimbursement of \$417.96 to Brent Allen for reasons out of his control. Mary Ellen Gillen seconded.

MOTION PASSED: UNANIMOUS

01/18/2019

Mike Whitten made a motion to approve the North East Texas Regional Cookoff, seconded by Brian Spencer.

MOTION PASSED: UNANIMOUS

01/23/2019

Mike Whitten made a motion to approve the DFW Metroplex Regional Cookoff, seconded by James Burns.

MOTION PASSED: UNANIMOUS

Don Hoy made a motion to approve, seconded by Renee Moore. Discussion called for and **motion passed.**

Compliance Report

The next thing is the regulatory report. Sorry I do not have it on the slide. This is an update on everything. The CASI word only has been extended to 2024. So that one is done. As of right now the 990s and things are current to that point from the dates and things on it. The CASI design and logo for Texas only ...one has been approved for 2024 and one has been extended and pending. The branding for Scholarship Day...in all my research I missed something, and we have been rejected. And there is no way to refight it because I did not know that you cannot include a geographic location in the title. And because it says Terlingua there is no way to fight getting a geographically name put into a mark. That is why last year it was under Championship Beans, Wings and Salsa. I am working on this and while working on this I have discovered that when I taught school at St John's two of students are attorneys. One is a non-profit attorney and is teaching at U of H. The other is an Intellectual Property Attorney. So, I have reached out to both to set up and see if they can do a little pro bono work for me. Just give me a yes these are all good to go and you can go with it. So that is where we are on that. Everything else is up to date. The attorney has started work on the federal logos because those take forever, and they are in process of working on all those coming up. One has been extended to 2027 and the other one is coming up at the end of this year or 6/19/2020 so he is working on that one. The next ED will get to handle the next one which is due in 2021. Other than that, everything else is okay. All our domains stuff is on auto update as we go through and the UPCs will get ...Mike should be getting a statement about April because they are due in May 2020 so you should signature for something called GS1. That is all our bar codes that we have that need to be renewed on a yearly.

Cindy Noe asked if it should come to Mike or Mary Ellen. Keith said he thinks they got that fixed and it should come to Mike. So that is it. Keith asked for a motion to approve. Don Hoy made a motion to approve, seconded by Mike Whitten. Keith asked if there was any discussion. **Motion passed.**

CMS Status Report

James Burns gave the following report:

We have not received many complaints about the website functionality or issues with the site. Dave has made some minor changes to some of the reports available on the site and Richard has changed the home page theme a few times since TICC. We still have plans to streamline the CCO results entry application as time permits.

I went through the Eventbrite report and the printed tickets that we received at the gate. The report contains 239 entries, and of those there were 74 tickets purchased that were not redeemed.

Renee Moore asked James what was decided about the IPAD yesterday. Kris Hudspeth said that in looking as we went through the budget he knows we could probably use the technology but right now we are conservatively looking at adding a \$1000 to purchase two new IPADS one for Renee's store and one for the Crazy Flats and he thinks that problems last year was not necessarily the technology hardware problem. It was more of the mess with the Wi-Fi. James said he did not get any of the passwords from Kitt. Kris said he thinks we have the Wi-Fi straightened out at the Ranch now. Renee said she would really like Mike to check to see if two of the larger squares were purchased and if they

were where is the other one. Kris thinks that going into next year's winter meeting and if we have the same issue this year with the IPAD that we had this year that it is definitely something that we need to put into our future plans to start replacing the technology as it gets older. He feels that we just do not have room in the budget, and we are already having to make some cuts in the budget. I just do not see spending \$1000 right now. We have Dusty bring her IPAD and we will have it and use it.

Kris said he just wanted to remind everyone ...Bill Pierson got hacked and Don Hoy got emails and Randy Dodson got hacked. It is not just us, the sheriff in Terlingua got hacked about a month ago. Make sure you trust what you are opening before you open it, so we do not compromise our IT system.

Mike Whitten made a motion to approve the report, seconded by Jennifer Sherfield. Discussion was called for and Kris Hudspeth brought up that 239 tickets through Eventbrite and 74 tickets that were purchased that never showed up at the ranch. He felt like that was something that was worth including in the minutes because we got questions about why we were trying pre-sales and if it was really going to be worth it. He thinks that show that doing the pre-sales were worth it for the organization. He hates that those 74 could not come experience the Ranch but that is \$2000 we are ahead. **Motion passed.**

Treasurer's Report

We went over the 2019 P & L summary yesterday. That P&L show we were \$2,269 for the year to the good. Terlingua was very positive. We do a good job of controlling our costs the best that we could at Terlingua. We had some challenges with the county last year that caused Terlingua to not look so good last year but we were \$3546 to the good at Terlingua alone. The gate was outstanding. The 2018 gate we had \$30,100 in revenue and last year we had \$32,570 in revenue and it was basically those 74 Eventbrite tickets that did not show up. And as we get into new business, we will look into doing Eventbrite again. Kris said his hat goes off to the Board financially. We made a decision on into last year to cut going into the Great Pepper Meeting to suspend the Director reimbursement. That decision alone helped the organization operate in the black. This is the sixth or seventh straight year that we have operated in the black at TICC. Our Life Membership Reserve Fund is growing, our self-insured fund is growing. Our scholarship fund is starting to rebound. We are getting a little healthier in that fund. So, based on the decisions made by the previous boards and the current directors in this room I would like to continue the momentum as we move forward into 2020. We will talk more about the 2020 budget as we get into new business. Overall, we were very grateful for last year. Kris Hudspeth made the motion to accept the Treasurer's report, seconded by Cindy Noe. **Motion passed.**

Events Committee

Cindy Noe reported:

The Event committee has not received any applications since September 2019.

We are expecting applications for the North East Texas Regional and the Mid Atlantic Regional cook-offs for 2020.

The DFW Metroplex Regional will be presented to the GP's at the 2020 GP meeting for permanency, upon completion of the cookoff on April 8th, 2020.

Renee Moore made the motion to approve the Events Committee report, seconded by Mike Whitten. **Motion passed.**

Financial Committee Report

Cindy Noe gave this report:

The Finance committee is happy to report that the 2019 books have been closed. All 1099's were produced and mailed out. All sales taxes for 2019 were paid timely.

We are currently looking for a volunteer to review the 2019 CASI books.

Sponsorship Report

Kris Hudspeth reported:

2019 had a successful year with sponsorship. Returning sponsors were:

GOLD: Louisiana Hot Sauce (Southeastern Mills), Glazers Beer

SILVER: Statewide Remodeling, Choctaw, Renfro Foods, Big Bend Tourism, Woodbridge

Other Support Sponsors: Pendery's, Lajitas, Big Bend Resorts

We also saw a number of new sponsors:

GOLD: Bolner's Fiesta

SILVER: Litehouse Bar, Purple Haze Jeep Club

Support: Chisos Mining/Easter Egg Hotel

2020 will see the confirmed loss of Litehouse Bar

Statewide is an unknown at this time. Mid 2019 the company was sold, and preliminary discussions have been held with the new ownership.

Contact has been made with all other sponsors and spirits remain high. Mike Benedetti is in the process of confirming their support with management as of a week ago. He is still very enthusiastic.

Contact has been made with Mexene/Teasdale to try and re-engage at a Silver Level Sponsorship to be the presenting sponsor of Beans this year. They are using all of their promotions budget to target through social media, and we have had conversations centered around the history of Mexene/Casa Fiesta Beans and CASI. These conversations have been fairly well received and awaiting response from Mexene/Teasdale Leadership.

Kris report that in June of last year we did lose Teasdale and Mexene as sponsor which is unfortunate. In 2020 we will see the loss of Litehouse. The Litehouse situation is very interesting because they joined to underwrite beans, they came to Terlingua and had a blast. We sent them an invoice and they said okay we will get it to you. Kris sent three more emails and got no response. Keith sent more emails and got no response. Then Kris sent a pretty curt email that was and if you do not respond I will remove you as a sponsor. They said we understand we owe you money but go ahead and remove as a sponsor. Kris pulled the ad from the Trails this month. Basically, they were underwriting beans, so we are again looking for a sponsor. Once he got confirmation that they were not coming back he reached out to Teasdale and Mexene to try to reengage them as a sponsor. The response he got was that all the monies they have are being dedicated to social media engagements. I wrote back and said we want you to come

back, you have been a sponsor for years. We have been very loyal supporters of Mexene and Casa Fiesta Brands and if the Gold Sponsor, the level where you were at is not a fit, we can relocate, and we are okay with that. We really want you to come back as a bean sponsor. We just want you to come back to the CASI family. They asked what commitment was and Keith and I talked and offered them a \$2000 level sponsorship to sponsor beans and give them up to \$3000 credit for promotional items they send to Terlingua. They said they would take it up to management and get back with them. That conversation happened mid-week a week and a half ago, so I am waiting to hear back from Mexene. If they do not come back, then we will have an opening for a sponsor for the bean contest. We will keep an eye open and take any leads that anyone has. I will talk with Mike Benetti and try to get Woodbridge to come around and also add some money to the product that they give. This time last year Woodbridge underwent a re-organization. I think everyone is aware that they closed the visitor center in California that caused the California State to not have a home. They had massive layoffs during the restructuring and sold off parts of the portfolio but were able to still come to Terlingua. And we got a late start on the wine presale. The goal this year is to get Woodbridge committed early and Patti is trying to work on Woodbridge to have a wine tasting at Texas Ladies State so that we can possibly kick off wine presales around Ladies State. We have from April to mid-September to do the wine presales so maybe we could have a little more participation in that program. Benedetti he is in ...if the decision is up to him, yes we are going to do it but he must run it up the channels just to make sure there is still interest from his boss.

The other piece of sponsorship is with Statewide. Statewide, about June, got sold by company out of Florida and there is constant change around Statewide Remodeling right now. Frank that came to TICC last year has moved on and I am trying to get Frank to come in personally as a FOC, but he is in contact with Dusty and they are discussing sponsorship for Statewide and continually. Frank says to keep pushing because they can do it. Don't take no for an answer so we will keep pushing to keep as a sponsor but that is touch and go right now. We are working through Dusty and applying just enough pressure to get them. Statewide has been increasing their sponsorship since they have been with us. They started as FOC sponsor (2 years) before making the move to Silver Sponsor. And they continued to increase in the hopes of moving to Gold one day. Hopefully by the summer board meeting I will have a better report on Statewide.

Yesterday, in the work shop, we went over kind of some ideas that our licensing committee brought to the board and some potential sponsorship changes that we all agreed that we needed to digest before we made a decision or react. The other thing that Keith and I overlooked yesterday is a new branding concept and it is that we license the CASI approved ingredients. The idea is to get HEB to bite on it and some other producers as well. The goal would be brand the official chili basket of ingredients. It would be like a bottle collar for a Tequila sponsor. Maybe even get Woodbridge to put over bottles of Woodbridge. To get the brand recognition out there. Maybe even our favorite chili grind. Or maybe we can work with the National Beef Council or Sazon, Goya or even pinto beans. Kind of the idea is to reach out and put our brand on something, to put CASI logo on products that are near and dear to the CASI heart.

Cindy Noe asked if they were suggesting for us to come up with a committee to do this or wanting us to say yes. Kris Hudspeth said they kind of want us to think about the idea. It is basically to identify CASI with existing relationships or foster new ones to generate revenue. Each ingredient branded as a CASI approved ingredient would be individually licensed with royalties appropriate to the volume of products

sold. For example, it could be as much as ½ cent a label or as much as eight cents a label. Cindy asked what is the incentive for the product to put our label on their product? They do not get anything out of it, do you think? Keith said it is kind of like the mixes. We all buy these products and it is to see if the sales bond. Then it is part of their sales marketing as well but to when you see a CASI chili recipe do people go online and pull the recipe and look for the tomato sauce or the broth, or meat or Sazon.

Cindy said so that is our pitch to them. We think by putting the brand it will pump their sales or something like that? Nancy Hewlett said in Florida at the meat markets they have racks of recipes to where you pick up the recipe then buy that meat. If we put the recipe there, then it will cause them to go look for those ingredients. I can see that as an incentive for the store. Keith Karaff said right. It is like HEB does now with their Primo Pick stuff now. If you buy this, you get these three things free. Like if you buy the mix you get the sauce to complete the recipe. Kris Karaff pointed out that he, Cindy, Nancy and James and Jennifer do not have HEB near them. We do not have HEBs around. Our shopping is done at Walmart and Kroger but what I have seen from our cooks in south Texas is when HEB runs the Primo picks you buy the chili mix and you get the box of beef broth or tomato sauce free. The thought of the licensing committee is that we could leverage that existing relationship with HEB and maybe put the CASI logo on the box of broth or tomato sauce. Maybe it is only during the particular time that that they are running the Primo Picks. Maybe it is for only two cases of broth or sauce or something. Keith Karaff says that when HEB does a Primo Pick then everything on the list is an HEB product. Everything!

Mike Whitten said if you have ever gone online and looked at a recipe lots of those recipes are sponsored by somebody and the list of ingredients will say HEB ground meat, HEB tomato sauce. We could do that on our recipes online. Keith Karaff said that when he does the ABC a lot of the recipes that he gets will say HEB this, HEB that, Bolner this, Louisiana Hot Sauce. Kris Hudspeth said that part of it is brand recognition. Like the chili mix is an HEB product and it has their logo on it. If we could leverage that to put our logo on some more of their inhouse stuff, then it just furthers' our brand recognition. It is an interesting idea. I would like to go back to the licensing committee and ...Keith Karaff said that probably Richard and Ted after our discussion at the Great Peppers Meeting I think that part of Richard and Ted's expectations from us today is a decision is for them to just move forward. To go in and get started beginning to form a committee. Kris added ..and what our expectations of that committee are. Ted and Richard were very adamant that they do not want us to come back and say yeah go ahead and just do it. They want to know very specially what does the board hope to gain and what kind of decision making levels does the licensing committee have as they get into these conversations. Do they have the authority to start a conversation with HEB and authorize an agreement with the board for CASI? Keith Karaff said and explore other avenues with branding opportunities. He does not expect they are expecting an answer immediately from this. HE thinks that we continue the discussion and narrow down the parameters and when they come into the true of what we think are feasible to go after. With the HEB thing a lot of it, taking their branded stuff right now and just do a promo. Isn't going to happen. Because it is all the HEBs. When one runs a primo, they all run the primo, so you have to think in terms of how they are packaging and the amount of time it takes to get it from here to here. Kris said it will be very similar to, for those of you that were on the board when we first heard of the HEB mix, we heard about it two and half years. We started having conversations for two and a half years before we got to the final piece of it and that product finally started hitting the shelves. I think that anything we would be able to do with licensing would take about the same amount of time. It is going to take about a year and half to two-year process before we can officially say that we agreed to something. Keith Karaff said that

he also thinks that just putting this bug in your ear from what they were talking with us about, if you know someone that might be interested in or has some knowledge or might be interested in helping on the licensing committee, the branding and that part of this please have them let us know. Get in touch with Richard and Ted because we are a bunch of old guys and we need some young things that are interested and enthusiast about this sort of thing.

Kris said this is just a follow up from yesterday. Keith said this was Ted's piece. A lot of what we saw was Richard and Ted's and everything. I did not know about this one and missed it. Ted said something about the power point, and I said I did not get a power point. This is it. I think this is a neat idea. I think the bottle collars ...I really like those. They are easy. Cindy Noe said did someone not do bottle collars before. Kris said Woodbridge did. Nancy Hewlett said she never saw any when she looked for them. It was several years ago. Kris did not think it was a nationwide thing but just in key markets.

Keith said to thank Ted for putting this together and this was his favorite one. This is the easy and quick one. Something that can be done with quickly and maybe even something to think about that if we just throw this out there if we just produce our own. And if we put on some of these collars on the bottles, not the cases, that we sell at Terlingua. We slap some on the bottles. It is something that would work quickly that is an easy turn around that could be designed and used. Jennifer Sherfield asked if we had ever thought about putting those QR codes on them. Kris said that talking about the QR codes from a brand prospective, since it has been developed and it is still in its infancy, it is something that is not in the forefront of Keith and I mind all the time. We are trying to get better about slapping the QR codes because we have two, the ones on the home page and the one on the newest copy of the Trails. Keith and I are working on getting that into the frontal part of our minds. But to your point Jen I believe anything we do like this should have that QR code on it that goes straight to the home page so anyone can get to the CASI home page.

Kris asked if there were any questions on Sponsorship. He called for a motion. Jennifer Sherfield made a motion to accept the report, seconded by Renee Moore. **Motion passed.**

Tallymaster Report

Brian Spencer gave the following report:

The TallyMaster is happy to report the first four months of 2020 chili year have been relatively smooth. The submission of results paperwork following a cookoff have been prompt. Plus, the circulation of older forms is on the decline.

2020 Highlights:

- The idea of producing instructional videos as they apply to CASI officials and its membership is currently a work in progress.
- Overall quality of cookoff results paperwork is good, ~98% of all those received via USPS or online contained zero mistakes.
 - The main areas containing discrepancies consistently pertain to showmanship.
- Currently working with the membership director to identify and correct duplicate cook records where points have been assigned.

There were 240 cooks registered out of 367 qualified at the 2019 53rd TICC. One item of interest to point out; out of the 240 cooks registered at TICC, there were 230 chilies turned in for judging.

Summary of TallyMaster Cookoff Statistics

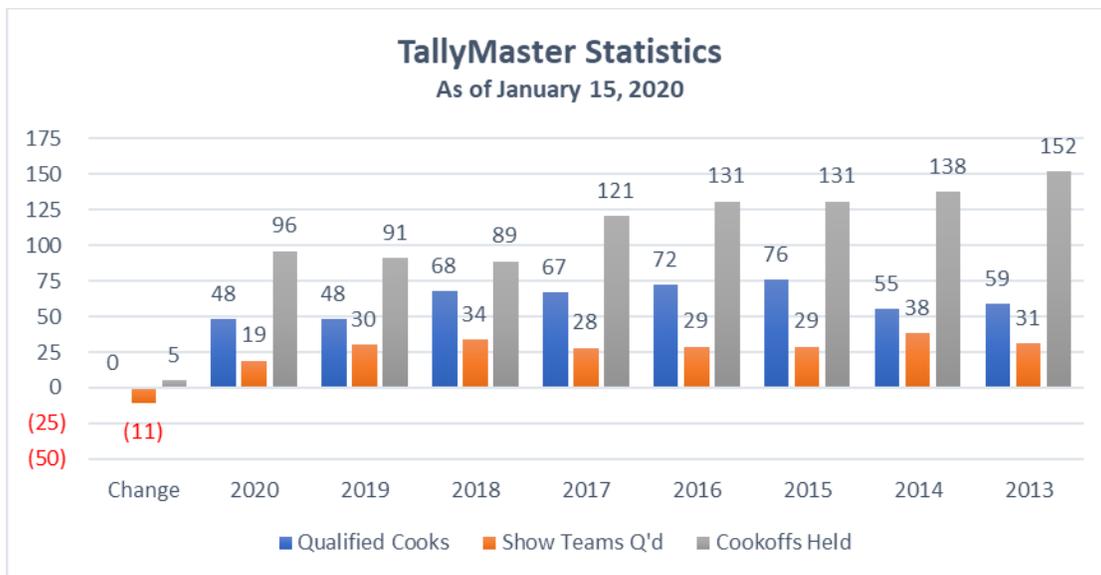
There are no delinquent cookoffs to date.

Current cookoff data shown below reflects results received and endorsed through January 15, 2020. This is a traditional datapoint for generating TM reports for the Winter Board Meeting.

There are two sets of reports: the first illustrates the current year results compared to previous years through mid-January. The second report contains yearend cookoff results. These tables and charts provide a historical comparison over the last seven to ten years.

**TallyMaster's Report
As of January 15, 2020**

	Change	2020	2019	2018	2017	2016	2015	2014	2013
Qualified Cooks	0	48	48	68	67	72	76	55	59
Show Teams Q'd	(11)	19	30	34	28	29	29	38	31
Cookoffs Held	5	96	91	89	121	131	131	138	152
Chili's Judged	69	3015	2,946	2,665	3,527	3,952	3,946	4,122	4,393
Money Raised	\$96,298	\$278,443	\$182,145	\$217,052	\$285,588	\$302,821	\$249,855	\$325,115	\$330,345



TallyMaster 2019 Yearend Results

TallyMaster Yearend Results

Cookoff Year	Cookoffs Held	Chilis Judged	Cooks Q'd	TICC Chilis Judged
2019	385	10,757	367	230
2018	398	11,023	388	272
2017	451	12,032	397	246
2016	493	13,657	439	328
2015	492	14,178	430	296
2014	522	14,460	425	272
2013	550	15,000	434	273
2012	542	15,174	449	305
2011	558	15,570	470	306
2010	572	16,251	459	321

Note: There were 240 registered at the 2019 TICC with 230 chilies turned in.

Brian reported that he is in the process of putting together videos with a lot of stuff to learn. He learned he had to turn his cell phone off or it was going to ring. That has happened a couple of times. You make the video and learn you forgot to plug in the mike that you bought, and the mikes build into the computers is just not as good as getting a studio mike. I am a big YouTube person so if anyone watches YouTube videos you will see that these guys have intros and things that pop up and stream across the bottom. Well that is what I am currently what I am into right now doing manmade graphics. I have one with me if anyone is interested in seeing it. I showed Kris yesterday. This is one of many ideas, but it takes time to put that stuff together and edited to the degree that is actually good footage and worthy of putting out there to the membership. And this stuff is just for the membership. It is intended to go on the members page, so referees and great peppers have access to these instructional workings.

Next is cookoff quality. It has been slow the last 3 or 4 months into the new chili year and our cookoff quality results is good. The main area is the showmanship. That is again educating people that the addresses must be changed and included on paperwork and a show name is associated with it. Some people just have those stickers and just stick that sticker on it and go. Since Jennifer has come on board, she has been really proactive on narrowing in on when we have duplicate cookoffs and points are tied to the duplicates and clean up that mess. That has taken a little time to move through.

Kris Hudspeth asked to go back to the year end results. I appreciate the look at the last 10 years specifically the year end results. It paints the big picture of everything we have all known. It is getting harder to get cookoffs and harder to recruit new members. If you look at 2010, we sanctioned 572 cookoffs and in 2019 we sanctioned 385. If you look across the board again just to compare 2019 and 2010. In 2010 we judged 16,000 chilis and last year we judged 10,757. Our cooks have dropped almost by 100 and our TICC cooks have dropped almost by a 100. Some of this can be contributed to the age in our membership base. Our long-time diehard of original chiliheads we are losing them by the droves. We are not replacing them by the same rate as we are losing them so I think this paints a picture to our membership that we have got to do a better job of recruiting new cooks and coercing our family and friends to come join us at cookoffs. We all know the people that come to their first cookoff or get their first point and become hooked then we cannot beat them again because they come every week and their recipe revolves. They start doing good. This is not just a Board issue. This is an organizational issue that has an organization we have to work together to fix. Hopefully today we are going to institute some ideas to drive membership a little bit. But this is something that everyone needs to look at and realize that we

cannot put the blame on the board, past boards or future boards. This must be placed on the efforts of everyone in the organization, past, present and future. If we want this organization to continue to grow and succeed, we have to continue to recruit new cooks to come out and join us and cook a pot of chili and help out. I know we have some Great Peppers that go above and beyond to make sure that if they have a new cook, they help sponsor. They bring extra meat, extra stoves, bring extra spices. We have Board members that do the same thing. I know I do not go to a cookoff that I don't have at least one set of extra spices just in the event that someone needs them. It is on everyone in this organization to help it grow. If not, we are going to die. These numbers really paint the picture that we are still strong, but we are not as strong as we were and if everyone does not push for the same goal then these numbers will continue to carry out.

Mike Whitten said part of it is that cookoffs need to be fun. Those of us that have been cooking a long time we go set up, visit with a bunch of people, maybe make one round to visit but that is all we do. My daughter went to Harvey's cookoff. That was a fun cookoff. They were hooked before they ever cooked. And now that she got points, she is hooked but she now says she wants to cook but she wants a fun cookoff. That is why I asked Keith Is the Tomball cookoff a fun, family friendly cookoff because younger cooks have families. Keith said I sure hope so. His daughter is going to his cookoff and that is something we need to do again. Make it family friendly.

Kris Hudspeth said that is to the point. I think back to cookoffs when I was a kid, nowadays we have cookoff at least in this state we have a cookoff almost every weekend. A lot of the cookoffs are in a location where you come in, set up, cook, announce then leave. Cookoffs like Harveys is what cookoffs used to be like every weekend. We may only have two a month but every cookoff that we went to was like Harvey's and it was fun and there was something for everyone to do. It is easy to hold a cookoff that you just show up, cook and leave but making a cookoff fun is something that we can all do. Mike Whitten said again that ties in with having events around cookoffs like in Louisiana with the Christmas Festival. With the Christmas Festival there was Santa Claus, bouncy houses. We cannot just do that at a chili cookoff, but we can with an event. Renee Moore said going back to what was said the old days and those of us that remember. We had show teams that made it fun. You were doing something all the time and that contributed a lot to the crowd enjoying and coming back the next year. Maybe not to cook but at least to come back and see what was going on.

Kris Hudspeth made a motion to accept the Tallymaster report, seconded by Cindy Noe. **Motion passed.**

Ranch Report

Don Hoy reported that the main thing that needs to be done at the Ranch is the gate house needs to be insulated. The A/C unit went out and I put another one in there now does not work. It quit after I put it in. The problem is that we had to stick in the front window which is the one that they normally work out of because the other two windows are smaller. We are probably going to have to take and cut a hole in the wall, frame it out and put in a unit somewhere in there. The fence that we had approved to build last year around the Old 320 did not get done because the contractor that we had lined up to do that got tied up with some other work and he was not available to get to us. If we had done that, we would have been in the red. It was a good thing that we didn't. We can still look at doing that this year if we want to but the main thing that we do need to do is get that building insulated and another thing again, like I said yesterday, if we are not going to have the county we are going to need to be prepared just in case to use the back gate to bring people in. Which is going to be a matter of having someone to work it. Kris Hudspeth asked if we could use the gatehouse that is right there where Collier parks. Don said that

was what he was thinking if we do not have the county on our side this year we could take and move that up by the back gate. We can use a generator to power it for this year if we have to. If we are not going to have them then we can put power in next year. Putting power in is expensive especially out there. I do not remember when we did that changed that one service from 100 amp to 200 amp, what that cost was, but it is wiring and overall, that costs us overall about \$10,000. Kris said so if we have to go that route where we have to open the back gate the biggest issue beside the manpower, it would be the back gate would have to be cash only. Don Hoy said yes it would be. Kris said you are not going to have signal back there unless you have a tablet or something. Kris said someone back there might be able to use their data to run it but as we get later in the week not knowing what the cell phone strength is back there, we may have to refurbish one of your little teepee things to make a sign back there that says spectator gate. And we may have to logically figure out how the credit card issue will go. Cindy Noe said they could pay and then come back show the receipt and get their arm bands. Kris said as we need to put something in place, but we need to think thru these logical challenges. What is our contiguous plan in case, we need to know what our plan is? Don Hoy said yes, we are going to have to have something in place just in case.

Don said moving that little building up there would not be a big problem. Kris said the easy thing might be a system that says they go to the Flats and pay with a credit card. Instead of trying to figure out how to take credit cards at the back gate we may need some kind of tag system that says you can go down to the Flats and pay for their arm bands. Don said this would be something that needs to be worked out.

Kris Hudspeth said that as far as the railing around the Old 320 it is a it would be nice to have, not a need to have, and looking at the budget if the money is not there because of the county then it is something that is passed on to the next Ranch Manager to do when we have the money to do it. It has been this way for 30 years; it would just be a nice to have. Cindy Noe asked what the reason for it was.

Kris explained that it is right there at the corner and as people pull up right there at night, they forget that it drops off right there. So, it would just prevent someone from backing out right there and dropping off the hill at the Old 320. Don said it was right at \$2000 to have that completed. Kris thinks that is one of those things that we can stick in our back pocket and if we have some money left over and we are not going to have to do the roads we can get it done. But right now, it is one of the last projects to finish.

Scotty asked Don what size the gate house was. He wanted to know if it was 12 X 12. Don said no it was more like 6 X 6. Renee said it was just used to stand in if the weather was bad and step out people's bands. Don said it was not very big. Kris said we could put it on the back of a trailer and then slide it off. Scotty wanted to know why the need for people to come in the back gate. Don said if we do not have the access for the county to do the roads and we have a flood like we had two years in a row and we do not have access for the county to come and fix the crossing where you can run RVs through there then we will have to have someone to man the back gate. Scotty said if that happened, we also could not get from main to Flats. Don said it would just be a contingency plan if we get a wash out. But if it happens during the middle of the week....Kris said remember two years ago we had that flood come thru and we had access with county to come and fix that but if it came a flood like that on Wednesday and we are already in Terlingua, the gates are already open and we do not have the ability to have the county to come fix that immediately. We are not going to be able to get anyone in there that day or week to get it fixed. We are going to have to open the back gates so spectators can get in there. People already go out

that back gate on Sundays already. It is Wednesday when the spectators come in in droves and we are going to have to be able to get them in or we will have to put them on the cook's side and that will go over REAL well. Keith Karaff said you know what there lots of room on the far end is. Kris said the option is to run two gates or the cooks are going to have to squeeze in and we are going to have to fill in. Don said if you go up there to that area past the Old 320 that area off to the left there is hardly anyone parking in there at all. Where the South side used to park. Kris said over there where the Hewlett's park. Keith said let's move them over there then. Kris said it is open the back gate or we are going to have to put spectators back over in that area.

Kris Hudspeth made a motion to accept the report, seconded by Brian Spencer. **Motion passed.**

Membership Report

Jennifer Sherfield gave the following report:

Winter 2020 BOD				
	2017	2018	2019	2020
Annual	711	645	523	583
Corporate	10	11	9	11
Life	633	633	520	516
Totals	1288	1167	1057	1109

Note: 2017 and 2018 lifetime member total included deceased members.

AS OF 1/30

	<u>Member</u>	<u>City</u>	<u>Expiration</u>	<u>Phone</u> <u>#</u>
1)	Heads & Tails	Longview, TX	10/31/2020	
2)	International River Runners	Austin, TX	11/30/2020	
3)	Irving Elks Lodge	Irving TX	1/31/2021	
4)	Long Draw Pizza by Alye	Terlingua, TX	11/30/2022	
5)	Purple Jeep Club	Gardendale, TX	10/31/2020	
6)	Rolling Meadow Retirement Community	Wichita Falls, TX	11/30/2020	
7)	Southwest Title & Abstract Co.	Rankin, TX	11/30/2020	
8)	Texas Laser Creations	Houston, TX	10/1/2020	
9)	City of Tomball	Tomball, TX	1/31/2021	
10)	R&R Construction	Monahans, TX	1/31/2021	
11)	Chisos Mining Co. Motel Inc.	Terlingua, TX	1/31/2021	
12)				
13)				

Renee Moore brought up plaques for the repeating corporate members then the hang tags for subsequent years. Jennifer said that would be fine with her. Renee said it would be a lot cheaper. Kris likes the idea but maybe just the new ones because the old corporate is not going to want to go from the plaques to the hanging tags. There are a lot of CASI FOC that want that plaque every year because they use it in decorating. Cindy said not all corporate want a plaque that you just ask them. Kris said that going forward you ask if they want a plaque with the hang tags and the existing corporate members still get plaques. Cindy Noe said that they have holes for plates, and you do not want to do that if they are not going to renew every year. They could stop if they did not want to renew again and it would not look like they had empty holes in there.

Jennifer asked about the golden membership cards and if we still did that. Those four new Corporate do not have any. She asked Cindy if that was something, she got with her on. Cindy replied that she did not know anything about that. Keith said the little brass membership cards. Jennifer said Connie Collier said she thought we got them from the same guy that makes the memorial plates. She has that contact information so she can get in contact with him. Kris said the memorial plates and the life membership cards come from BJD. Renee said it would be nice to know if we didn't order some of those and stock them, then have the name engraved.

Jennifer said she and Carol had been working closely on the memorial board and getting it cleaned up. If everyone could help by emailing her and Carol that way our numbers are what they are supposed to be.

Cindy Noe asked have we ever thought about sending out lists to the GPS. Renee said we used to provide full lists to the Great Peppers at the GPM every year. And after the meeting any number would come up to me to and said I am from Virgin Islands and we have two more cooks die or you have this guy's name misspelled. She said that was a great tool. Keith said we have the current list for the GP manuals up to September to September. Not a master list but just for that year and he updates up until he goes to the printer. He knows that list is current to August. Cindy said we have this pool of members that we could send the whole list to...Jennifer said it is super easy and she can do that. Cindy said maybe it would help you clean up your list a little better. Kris said he thought they were talking about a master list of the memorial board. Cindy said no I am talking about a master list of active members. Again, Jennifer said that would be super easy to pull the master list and send to the Great Peppers and that would help update the memorial list.

Jennifer has worked with Brian and send him a list of duplicate members. It will take him some time to make sure that the points are on the right account.

The one new thing on here that if we decide to do the National Chili Day the website will have to be updated for that one day. And are we going to do Corporate memberships that day as well or just renew and new. Kris thought we would just do annual members. Jennifer said she just wanted to throw that out there. Kris said that was a lot of changes proposed for that one day. He thinks the more robust we make it try to add corporate and life members it makes it harder. Keep it simple and if it works then we can try next year.

Brian Spencer made a motion to accept the membership report, seconded by Don Hoy. **Motion carried.**

Trails Report

Terlingua Trails Report

- Pam Clark shipped the CASI laptop used to produce the Trails on 12/19/2019 via 2nd day air, to Mike Watkins residence. Mike charged this to his personal shipping account. He would like to be reimbursed the \$134.61, in shipping.
- All Trails since 2014 were present on the laptop but were not saved to any remote backup locations.
- Mike Watkins used the news@casichili.net login to activate OneDrive (cloud-based storage), which is part of CASI Office 365 subscription.
- All Trails since 2014 were copied to the OneDrive for backup and group access.
- Other Trails assets like the ad library, photos, clipart library, etc. were also copied to OneDrive.
- January and February 2020 issues were produced by Mike with new workflow to reduce the risk of future production delays (built and edited the issues directly on OneDrive, so they wouldn't be "locked up" on the CASI laptop).
- Mike created a free Dropbox account tied to news@casichili.net (2 Gb max, but that's enough), so that sponsors could share files directly with the group account, and not be tied to one particular person.

- Cal Ceroll joined the editing team and is willing to provide proofreading, ad editing, and other assistance, but does not want to be "lead" editor.
- Carol Knight will continue to be Mike's co-editor and proofreader.
- Mechelle Radcliff has also been added to the team as a proofreader.
- Mike is continuing to lead the Trails transition until a new editor is identified.
- Adobe InDesign is used to produce the Trails. The license installed on the CASI laptop is a perpetual license provided by the laptop donor (via Ted Fichtl). The software cannot be transferred to a new computer - it is locked to the CASI laptop AND even if it could be transferred, it is not compatible with the latest, cloud-based versions of InDesign (Adobe Creative Cloud).
- Trails team recommends that CASI fund a "single program" subscription to the Adobe Creative Cloud. This allows a single Adobe program (InDesign) to be installed and run on two computers at once, which would allow two editors to work together using different computers (they don't have to be in the same physical location). We can't edit the same InDesign file at the same time, but we can work together.
- Richard Knight researched special non-profit pricing for the Adobe Creative Cloud. It is \$15/month once they approve our application (we submit the IRS letter or other such paperwork). Normal price is \$21/month if an annual commitment is made.
- Currently Mike and Cal use personally paid subscriptions to the Adobe Creative Cloud. Mike pays \$31.49/mo. for a month-to-month commitment. Cal pays \$229/year for the same one-program commitment.
- The Trails team would like the BOD to approve the funds for a shared Adobe Creative Cloud account, non-profit, as described above.
- We need to recruit a lead editor. We'd love to find someone with InDesign experience to reduce the learning curve in assuming lead editing responsibilities.
- Mike is documenting the job description and recommended production workflow.
- Mike will update the laptop with the Creative Cloud Software (if approved). If the new editor requires a computer, this is still quite capable of producing the Trails (Windows 10 with 16 Gb memory, 15.6" screen 1t 1920x1080 resolution and SSD). The laptop can work with larger and higher resolution screens via docking station or direct attachment, too.
- Mike provided Pam with a 24" display and docking station which she will return for use by a future editor.

Kris Hudspeth said about \$180 a year that would be after \$15 a month. I think we exposed a huge flaw when the issue of Pam happened. I think back when that was originally purchased for Dana who was transitioning to Randy at the time and then Randy transitioned to Pam. Back then there was not a cloud-based program, so I think if everyone remembers that month of December was very tumultuous regarding the Trails. Keith and I were on phone every day with each other and Carol and Mike Watkins and Hank. Having the ability to have it cloud based prevents what happened in December from happening again. So, I would be the first to agree ...Keith Karaff asked when Richard was doing the non-profit license it was \$15 a month for each one correct? So, we are looking at \$360 so we would need two licenses. Kris said according to what she just read they just want one license that two people can use. Jennifer said one license that two people can sign into. What they

cannot do is both be signed in at the same time but Mike for example can tell Carol that he is ready for her to go in and he logs out. And then Carol can go in and log in. Jennifer says the Trails team recommends that CASI fund a single program subscription to the Creative Adobe Cloud and this allows a single Adobe to be installed and run on two computers.

Kris Hudspeth made a motion that we approve the purchase an Adobe Creative Cloud Program for nonprofit for an annual subscription and just pay yearly at a time, seconded by Renee Moore. **Motion passed.**

Kris asked that Jennifer let them know they can go ahead and execute that, and Mike can get it paid. Keith said thank you, thank you. Kris said thank you a hundred times over specifically to Mike and Carol, again what they did in December to pull that off was absolutely phenomenal. Richard was involved also. There were many sleepless nights between the three of them. There was a lot of stress between Keith and me. Just trying to figure out what was going on and what we could do. By the time that group got the December Trails out we were on Plan X. We need to make sure we are trying to find somebody. Cindy Noe said a job description might help someone decide. Jennifer said Mike was going to write one. Kris suggested that maybe the Trails Team put together an article on how it works. Cindy said the title Editor seems daunting and sound like a big job but if you know that you have all this other support that you will know what each one is going to bring to the table, it might not be as overwhelming. Jennifer said I cannot tell you how smoothly our team has gone the last two months. We do our part; they do their part, and everything just falls together. Kris said he wished Mike would take the job and Jennifer said he does not want it. Kris said maybe it is at the point that we have such a team in place that the Editor piece might come back to the Board. Maybe putting the Editor back on the board that might...he was at a loss of words...Jennifer said she had thought about it, but she did not know anything about it. Renee Moore gave Jennifer an Editor job description that she could pass on to Mike.

Kris said that when he first came on to the board Dana handled the Trails on board but that was part of cultivating the job description on the board. As we look at candidates for the board this year that needs to be a question asked at the round tables are there any candidates that can take on that task. And that the Editor itself...we have a team in place to do a bulk of the work.... back when Dana had it been Dana...Dana did every bit of the Trails. Now that we have a team in place it may be enough for somebody to come in and do the job on board with the team in place to help tidy up, proofread and things like that. Jennifer said she did not believe it would be hard to learn because she uses a lot of templates so...

Keith Karaff said he had a discussion with Carol when he was working on the numbers and there is a possibly that I am exploring. There is a lady in Bandera that had a newspaper, she loved the newspaper and has since closed it down and she moved to Florida. She was telling Carol that she likes doing this stuff, she is retired, and she continues to like doing this stuff and does it for other people and Kerrville does her printing. She has given Carol her name and phone number of this woman in Florida. She does this for FUN, so there may be

a possibility that she would be interested in helping us out. Jennifer said Carol did not know if she had any InDesign experience, but it does not need to be in InDesign for KDT to print. It just needs to be in a PDF form. Keith said he would get her name and number and give it to Jennifer, and we can see. She likes doing this and she would have a team behind her, and she is familiar with KDT already. Cindy Noe made a motion to accept the Trails report, seconded by Mike Whitten. **Motion passed.**

Upcomings Report

Nancy Hewlett reported:

There have been no issues for any Events. I have 271 cookoffs on the books for this chili year. There have only been 4 cancellations from 10/01/2019 – 09/30/2020. Two were due to the pull out of the coordinator and moving to Tolbert, one was a promoter problem and the other is to be rescheduled at a later date.

Everyone is entering their cookoffs online with the exception of maybe 4 but I can handle that number.

Nancy Hewlett

Nancy reported that she just checked, and we are up to 290 cookoffs on the books for the chili year. She reported that she mailed 17 packets just last Friday.

Renee Moore made a motion to approve the Upcomings Report, seconded by Jennifer Sherfield. **Motion passed.**

Scholarship Report

Nancy Hewlett gave the report sent by Brandy Reid for scholarship.

This is what I have received in donations since Sept 2019:

In Memory of 1,675

TICC: 8,823

Total: \$ 10,498

Brandy Reid

CASI Scholarship Administrator

Nancy reported that there were only 24 applications for scholarships this year. It is way down. Kris Hudspeth said that a lot of that is not being able to go into the schools now. Correct? Nancy reported that in her area the schools have gone to a program called Naviance. They put our applications on it and the kids have to go log in and pull it down. The kids just are not researching. The counselors are not giving it to them and saying fill this out like they have in

the past. Nancy believes this was a big problem in her area and why her applications were down this year. I think the DAM pod only submitted 6 this time and we normally have 20 to 30.

Cindy Noe asked if we did a search for scholarship would CASI come up anywhere in that search. Nancy said she had never tried it, but she would. Cindy said when Shelly was in high school, they searched scholarships to see what she could apply for. Kris said he was not sure our scholarship program was big enough or well known enough to even to start into google, yahoo. There are a lot of places that come up like free scholarships near you. Cindy said she was just curious. Jennifer Sherfield said maybe we needed to come up with another QR code. Kris said if you google CASI scholarship then it pops up. But you have to know CASI. Jennifer Sherfield said that is the kind of stuff kids are into these days. Kris Hudspeth said he wonders with everyone is putting all their money into social media if we look into right before the Great Peppers Meeting or two weeks before the dateline on the program, we look into doing some sponsor posts with the scholarship information with key words, hash tags, Instagram. We have an Instagram account for CASI. Kris asked Jennifer if they used the CASI Facebook page for the National and how much did they end up spending. Jennifer said they set a budget of \$300 and reached about 48,000 people off of \$300. It is a share and share and share. Kris is wondering if maybe going in next year we look at putting some money into chilicity fund depending if we have some money to do it. To do some sponsored posts on social media just to gain some attention for the scholarship program. Kris said the problem is if we are not getting donations the scholarship program, we are not going to approve that many scholarships. So, while we have 24 scholarship applications, we have not determined what we are going to give this year. We are not going to give 24 scholarships. We know that that money is not there. Is it better that we only have 24 applications to give 4 or 5 scholarships or do we want more if we are only going to give a handful? Nancy said the only thing is we talk up the scholarship to talk to sponsors. Keith Karaff said part of what we do with the scholarship fund in this day and age now is we are not targeting the right way or marketing the right way. We should be targeting to the trades because...and I use this...we are one of the few organizations that offer trades scholarship. There are very few out there that offer trade scholarships. For the two-year degrees and associates and things like that. He thinks that with the downturn of donations, yes, we are going back up this year, it has been an upward year. However, we know that the monies we are collecting is less than what we have been getting and four years. The two years is more manageable on what we have been bringing in. Not that this is anything against the four year, the two year is just more manageable under the funds available now. Nancy said we would also have to look at our policy because it states that we have to give so many academic and so many trades and that is a ratio. Nancy agrees with Keith. Keith said it is a way to look at it and this day and age where we are...we are 20 years into the scholarship fund it is time to revisit with the culture we are in and the donations coming in and how it is working. It is time to revisit our policies on the scholarship fund. And with the QR codes and all that we are talking about posting on this and that we bring to the forefront the trade and move the four year back and move trade up. Nancy said and target those trade schools.

Nancy reported that we have \$130,659 in fund of which \$12,650 belongs to Penderys and they have not decided what they want to do with it yet. That leaves us with \$118,009. We have \$30,000 outstanding or spoken for already so that leaves us with \$88,009 and we divide that by 2 so we can give \$44,000. I know we do not want to give the whole amount, or we have not lately. Remember that out of that we have to include the \$8,000 that we give at Terlingua. So, in making your recommendation to Brandy as to what to give, remember that \$8,000 comes out of it also. Kris said then that would be about \$36,000 to potentially play with. Kris asked if Brandy got any trades. Nancy reported that none were received. Don Hoy asked what we gave last year. Kris said we gave \$23,400 last year. That was two full time and a trade. Nancy said she thought one was also just for three years. Kris said there were 5 scholarships last year. Jennifer asked if that included Penderys. Nancy said Penderys is totally separate. Forget it. Their cookoff is a massive fundraiser for charities that are near and dear to Pendery's heart. One of those programs was the Dallas Housing Crisis Center and basically what Pendery's was doing was they were giving us a \$2000 donation to our scholarship and then they gave \$8,000 to the CASI administered specifically for people in the Dallas Housing Crisis Center. The first two years we were getting applications from them and we were getting \$8,000 a year. Then applications dried up and then two years went by with no applications. Nancy said the real problem was the people kept dropping out of the program and they lost the scholarships. She reported that there was only one left and she is short \$300 from completing. She will get her last \$300 in the fall and then she is done. She got \$300 a semester. She is the only one who has gone all the way through the program. Kris said last year Clint stopped putting any money into the fund and Clint has now come off the Board of the Crisis, so he is trying to figure out what they want to do with these funds. Nancy said his dilemma is these funds were raised with the Dallas Housing Crisis in mind, so these people gave thinking it was going there so that is what his dilemma is right now. Nancy said my point is if they are not there then give it to someone else. Jennifer said someone needs to be pushing them for applications. Nancy responded with we have asked that they be given to us. Kris said so we have to take that money out and not touch it.

Kris said the total we have to play with is \$36,000. He said if we gave four scholarships this year, four of our own this year that would be \$20,000. Nancy said so a total of six scholarships for a total of \$24,000. That would leave \$20,000 left in the fund to grow. Keith Karaff said he think that is a good number based on what it is.

Keith said donations were up a little this year. Kris said the biggest thing we need to take back to Brandy is she needs to hustle for donations, raffle tickets sales. Keith said that after getting beat up last year for only doing three ...and being able to do four this year proves that her working on the scholarship fund is paying off and here is the result. We are able to do one more than we did last year. It would continue the momentum with Brandy, with the donations, with the Cookin' with Kids. That type of thing it is slowly working. I know that I have already sent my \$400 from Kids Cookin' for Kids stuff.

Kris Hudspeth made a motion that we grant four CASI scholarships for a total of \$16,000, seconded by Don Hoy. Nancy asked if we need to specify that it is four in addition to the two at Terlingua because that always confuses people. Kris said I am sorry, yes. Kris amended his motion to say that we give four CASI scholarships in addition to the two Terlingua area scholarships...Kris is thinking...Nancy said I know we have not voted on it yet but I am hoping that if we allow Tolbert to come in we can push our Friday events and gather more cooks from over there meaning more monies for the scholarship funds. That was my first thought when you brought that up.

Nancy said we only have 17 on scholarship this year so this addition would boost our numbers.

Keith asked Nancy to read the motion one more time. Kris Hudspeth made a motion to give four CASI scholarships in addition to the two Terlingua area scholarships, seconded by Don Hoy. Motion **passed**.

Cindy made a motion to accept the Scholarship Report, seconded by Jennifer Sherfield. **Motion passed**.

Old 320 Report

Dusty Hudspeth presented the following report:

The Old 320 Annual Meeting was held on Friday, November 1, 2019 after announcements of the Scholarship day events with approximately 50 attendees. I would like to thank Nancy Hewlett for taking the minutes of the meeting. There was some lively discussion regarding converting the certificate numbers to a membership number for record keeping purposes. The motion to covert certificate numbers to membership numbers was passed. Further discussion during the meeting was to incorporate some of the unused show sites to cook sites that can be sold. After much discussion the motion failed. We also welcomed two new Old 320 members at the meeting: TJ Friedel and Lewis Garrett.

TICC REPORT:

Many thanks to the 16 volunteers that worked so diligently on Wednesday preparing the arena for the big show on Saturday.

As usual there were a large number of cooks in the cooking arena! Two of those lucky cooks won a Wendall Rankin painted OLD 320 Stove. Congratulations to Bill Pierson and Linda McDonald.

Chili Sales was set up after chili turn in on Saturday in a new location a bit closer to the Judging area – the new H&R Canopy and the “Bob Steinle Old 320 Chili Sales” banner made us much easier to find! Thanks to Bob Steinle and Patti Meyer Jones for volunteering! Chili sales made \$606.00!

More volunteers are needed in the OLD 320 area next year at TICC to help with Registration and Chili Sales.

INFORMATION/ REQUEST FOR BOD:

Due to a change in ownership of Statewide Remodeling and increased responsibilities in my position, I will not re-run for Alcaldessa in 2020.

In conclusion, I would like to request that the board again approve the purchase of stoves for a stove raffle for TICC 2020.

Dusty Hudspeth

Dusty said she wanted to announce to everyone that the \$606 (made from chili sales). She said that money is there to be used for improvements for CASI. We have done the microphones, we have done the speakers, we have done the wireless systems and we did not vote to do anything with the chili sales money last year. There wasn't but \$100 left and I spent some of that money to get the full time supplies to keep down there like the roaster and other items like extension cords to keep down there all the time. We have about \$675 in cash between what we raised and what was left over. There was some discussion at the Old 320 meeting about what we would earmark that money for. I think or I am looking for guidance from the Board to take back to the Old 320 to allocate that money to something. That guardrail that Don has been speaking about might be a good project if the Board thinks that is a good area to focus on right now, but we are open for other suggestions to take back to them to vote on.

Kris Hudspeth said it makes sense to use the Old 320 money to help protect the Old 320 area and in talking about that railing the whole thing two years ago was to protect those sites in that corner. So, like Don said this earlier this morning, that is about a \$2000 project. Dusty said she does not think she could come up with \$2000 by the end of TICC 2020 but they could certainly help offset some of the money and keep it out of the ranch budget. Keith said a 50/50 split between chili sales this year and the ranch. Kris Hudspeth asked Don Hoy if in his ranch budget would he have the money to afford half of that with the other half coming from the Old 320. Could you afford \$1000 of the \$2000 budget? Don Hoy said probably but he would have to look at it a little closer. Kris said we have a sound system. Dusty said we do not need any more of that. Kris said it would be great to have some kind of...in the years that Bob has been Alcalde, he would put his personal satellite video up there so the bar would have music all day but again we can accomplish the same thing by putting a little MP3 player plugged into the amp up there so I do not think we need anything there. I think allocating to protect that area would make a lot of Old 320 members happy. Nancy Hewlett said plus it is a safety issue. Kris said correct. Dusty said she would take that back to the meeting this year and make that request that we earmark some of that money for that. We do use some of that money to replenish supplies for chili sales and paint to mark the spots.

Dusty said she will not be running for Alcalde again. Her job at work has changed tremendously since the sale of Statewide. I have taken on many more responsibilities. We have opened two more branches in Oklahoma, and I am responsible for compliance for the Florida office in our Home Depot partnership. I honestly just do not have the time it takes. There still is a lot of work that needs to be done on the Old 320. I work on it when I can, and I still need to get them updated on the CMS. My job is limiting me on my time to spend on it.

On behalf of the Old 320, Dusty requested the purchase again for the stoves for the Old 320 raffle at TICC. After discussion, Kris Hudspeth made a motion that we purchase two stoves for the Old 320, seconded by Mike Whitten. **Motion passed.**

Kris asked Dusty to go back to the membership and present about helping Don on the Ranch with the money from chili sales.

Cindy Noe made a motion to accept the Alcadessa Report, seconded by Brian Spencer. **Motion passed.**

Friends of CASI

Cindy Noe presented this report:

We received a donation at TICC for Kelly Maclaskey and two FOC donations since TICC. One for Harry Harrison and the other for Ricky and Cherry Baker. Nancy and I will begin sending out invitations early in May 2020.

If you know of anyone who might be interested in joining FOC, please let Nancy or I know.

Cindy reported that we are going to push for another \$32,000 this year. We got a lot of new ones last year. Again, it is word of mouth and we do the July push. Kris said again that is the equivalent of three Gold cash sponsors. These helps with the finances for the trophies, chairs and the jackets. If we did not have FOC to underwrite the cost of those trophies that would fall on us. The FOC are enormously important to us as a CASI organization. Nancy said so talk it up. Kris said very much so.

Renee made a motion to approve the FOC report, seconded by Brian Spencer. **Motion passed.**

Finance Committee Report

Kris said the Finance Committee was happy to report that all has been posted and all 1099s have been mailed out. All sales taxes for 2019 were paid timely and we are currently looking for a volunteer to review the 2019 CASI books. Cindy Noe said yes, we do need a reviewer so anybody that has any contact...we do need a reviewer. It is not hard. Just look at the invoices. If you can balance bank statements, just comparing. Keith said he may know somebody. Cindy said she will work closely with them. Kris asked about Sheila, but Nancy said Sheila is not working right now, her mother has cancer and Sheila just fell and broke her arm. Cindy said it just takes a little bit of time. Cindy Noe said the last couple of years they had really limited their errors. She has tried to review and catch the errors before it came to the point of review. She likes to keep on top of it. It is her job as Finance Chair to do that. Kris asked if we needed a motion for our 990s. Kris Hudspeth made a motion that Cindy Noe complete the 2019 990 form, seconded by Mike Whitten. **Motion passed.**

Kris Hudspeth made a motion to accept the Finance Committee Report, seconded by Don Hoy. **Motion passed.**

New Business

Kris Hudspeth said we went over the 2019 Financial Report yesterday. We have already done the 2019 Scholarship donations and allocations for what we are going to grant scholarship wise. So, we will move on from that.

Finance Reports

CASI-Chili Appreciation Society International, Inc.
Statement of Financial Position
As of December 31, 2019

	As of Dec 31, 2019	Total As of Dec 31, 2018 (PY)	% Change
ASSETS			
Current Assets			
Bank Accounts			
100000 Cash in Banks			
100100 Ranch Property Self-Insurance Fund	27,000.38	23,000.38	17.39%
100101 West Texas National Bank MMA	10,000.30	10,000.00	0.00%
100111 Regions Scholarship Fund	129,379.44		
100112 Money Market - LMIF	102,699.33		
100113 Regions Main Checking	115,803.32		
100115 Frost Bank Checking (deleted)	0.00	115,836.39	-100.00%
100116 Frost Bank - LMIF (deleted)	0.00	100,850.00	-100.00%
100117 Frost Bank - Scholarship Fund (deleted)	0.00	126,628.44	-100.00%
Total 100000 Cash in Banks	\$ 384,882.77	\$ 376,315.21	2.28%
102000 Cash on Hand - TICC	0.00	0.00	
Total Bank Accounts	\$ 384,882.77	\$ 376,315.21	2.28%
Other Current Assets			
102100 TICC Cash Banks	0.00	0.00	
102110 TICC Main Bank	0.00	0.00	
Total 102100 TICC Cash Banks	\$ 0.00	\$ 0.00	
103000 Undeposited Funds	0.00	0.00	
Total Other Current Assets	\$ 0.00	\$ 0.00	
Total Current Assets	\$ 384,882.77	\$ 376,315.21	2.28%
Fixed Assets			
110209 Net Office Equipment			
110200 Office Equipment	17,642.67	17,642.67	0.00%
110205 Accumulated Depreciation Off Eq	-17,522.26	-17,280.48	-1.40%
Total 110209 Net Office Equipment	\$ 120.41	\$ 362.19	-66.76%
110219 Net Ice Merchandiser			
110210 Ice Merchandiser	2,574.68	2,574.68	0.00%
110215 Accum Depr - Ice Merchandiser	-2,230.31	-2,000.80	-11.47%
Total 110219 Net Ice Merchandiser	\$ 344.37	\$ 573.88	-39.99%
110239 Net Sign & Plaque			
110230 Sign & Plaque	8,917.03	8,917.03	0.00%
110235 Accumulated Depr - Sign & Plaq	-8,542.00	-8,392.03	-1.79%
Total 110239 Net Sign & Plaque	\$ 375.03	\$ 525.00	-28.57%
110319 Net Land & Buildings			
110300 Land	39,968.00	39,968.00	0.00%
110303 Land Improvements	71,847.00	71,847.00	0.00%
110310 Buildings	204,561.42	204,561.42	0.00%

110315 Accumulated Depr - Bldgs	-106,190.87	-100,026.29	-6.16%
Total 110319 Net Land & Buildings	\$ 210,185.55	\$ 216,350.13	-2.85%
Total Fixed Assets	\$ 211,025.36	\$ 217,811.20	-3.12%
Other Assets			
190100 Postage Deposit	1,500.00	1,500.00	0.00%
192000 Trademark Fees	3,870.00	3,870.00	0.00%
Total Other Assets	\$ 5,370.00	\$ 5,370.00	0.00%
TOTAL ASSETS	\$ 601,278.13	\$ 599,496.41	0.30%
LIABILITIES AND EQUITY			
Liabilities			
Total Liabilities			
Equity			
300000 Opening Balance Equity	0.00	0.00	
303000 Unrestricted Net Assets	243.86	0.00	
310000 General Op Fund Balance	301,868.44	300,824.24	0.35%
320000 GP Meeting Fund Balance	10,000.00	10,000.00	0.00%
330000 Life Member Fund Balance	113,300.00	112,025.00	1.14%
340000 CASI Schol Fund Balance	161,693.23	159,420.23	1.43%
350000 CASI Liab Ins Fund (CLIF) Bal	12,390.88	10,674.98	16.07%
Net Revenue	2,025.58	6,551.96	-69.08%
Total Equity	\$ 601,521.99	\$ 599,496.41	0.34%
TOTAL LIABILITIES AND EQUITY	\$ 601,521.99	\$ 599,496.41	0.34%

CASI-Chili Appreciation Society International, Inc.
Statement of Activity
 January - December 2019

	Total		
	Jan - Dec 2019	Jan - Dec 2018 (PY)	% Change
Revenue			
300-000 TICC Revenues			
300-100 Scholarship Related Events	8,687.00	5,800.00	49.78%
300-120 Mobile Ice - Taxable Sales	185.00	3,520.00	-94.74%
300-130 Main Bar - Taxable Sales	6,542.00	5,686.50	15.04%
300-131 Wine Sales - Main Concession - Taxable Sales (deleted)		1,528.50	-100.00%
300-132 Wine Sales - Pre-Ordered - Taxable Sales	3,916.00	5,900.00	-33.63%
300-133 Wines Sales - Krazy Flats - Taxable Sales (deleted)		3,454.50	-100.00%
300-135 KF Bar - Taxable Sales	9,111.44	5,024.00	81.36%
300-136 Donations - Krazy Flats Bar - Offset Expenses (deleted)		424.00	-100.00%
300-140 Vendor Fees	1,100.00	1,475.00	-25.42%
300-142 42 Tournament Income (deleted)		240.00	-100.00%
300-150 Gate Admissions - Taxable Sales	32,570.00	25,365.00	28.41%
300-151 Gate Admissions - Square - Taxable Sales (deleted)		4,723.00	-100.00%
300-155 Port-A-Potty Fund (deleted)		300.00	-100.00%
300-160 Scholarship Events (deleted)		1,590.00	-100.00%
300-170 Main Store - Taxable Sales	15,872.60	10,184.00	55.86%
300-171 Main Store - Square Sales - Taxable Sales (deleted)		8,539.00	-100.00%
300-172 Post/Pre TICC Main Store Sales - Taxable Sales (deleted)		653.00	-100.00%
300-173 KF Store - Square Sales - Taxable Sales (deleted)		4,329.00	-100.00%
300-174 Post/Pre TICC KF Store Sales - Taxable (deleted)		1,969.00	-100.00%
300-175 KF Store - Taxable Sales	11,534.00	7,195.00	60.31%
300-180 TICC Underwriting Revenues	21,914.87	20,116.37	8.94%
300-190 Miscellaneous Income	722.00	1,276.00	-43.42%
300-242 Tuesday CCO (deleted)		2,635.00	-100.00%
Total 300-000 TICC Revenues	\$ 112,154.91	\$ 121,926.87	-8.01%
310-000 Membership			
310-200 Annual Membership Dues	16,004.00	14,769.90	8.36%
310-205 Corporate Membership Dues	875.00	1,500.00	-41.67%
310-210 Life Membership Dues	2,125.00	1,275.00	66.67%
Total 310-000 Membership	\$ 19,004.00	\$ 17,544.90	8.32%
320-000 Sponsorships			
320-001 Sponsorships - Gross			
320-311 Teasdale Foods Inc.		10,000.00	-100.00%
320-312 Southeastern Mills, Inc.	13,000.00	11,500.00	13.04%
320-313 Brewster County Tourism Council	5,000.00	5,000.00	0.00%
320-320 Statewide Remodeling	5,000.00	4,500.00	11.11%
320-330 Lajitas Resort	1,000.00	1,000.00	0.00%

320-335 Pendery's Inc.		2,000.00	-100.00%
320-350 Renfro Foods	6,500.00	5,000.00	30.00%
320-360 Friends of CASI	34,308.59	30,232.00	13.48%
320-362 Glazer's	10,000.00	3,500.00	185.71%
320-370 L & F Distributors		1,000.00	-100.00%
320-382 Outlaw Cigars		500.00	-100.00%
320-390 Robert Mondavi	2,500.00	2,500.00	0.00%
320-395 XOCHITL INC	500.00	500.00	0.00%
320-401 Choctaw Nation	5,000.00	5,000.00	0.00%
320-500 Purple Haze Jeep Club	1,800.00		
320-501 Bolner's Fiesta	11,500.00		
320-502 Bloody Revolution	300.00		
Total 320-001 Sponsorships - Gross	\$ 96,408.59	\$ 82,232.00	17.24%
320-999 Less Total Sponsor Allowances			
320-900 Less Sponsor Product Allowances	-26,500.00		
320-920 Less Sponsor Service Allowances	-4,000.00	-29,650.00	86.51%
320-930 Less Sponsor TICC Event	-21,914.87	-20,116.37	-8.94%
Total 320-999 Less Total Sponsor Allowances	-\$ 52,414.87	-\$ 49,766.37	-5.32%
Total 320-000 Sponsorships	\$ 43,993.72	\$ 32,465.63	35.51%
330-000 Terlingua Trails			
330-400 Advertisements	550.00	1,572.00	-65.01%
Total 330-000 Terlingua Trails	\$ 550.00	\$ 1,572.00	-65.01%
340-000 Miscellaneous Income			
340-500 Cooking for CASI	7,512.50	6,145.14	22.25%
340-501 Royalties Revenue	10,331.28	25.00	41225.12%
340-502 Bolner's Fiesta Royalties (deleted)		6,898.32	-100.00%
340-515 Online Store	88.00	1,789.35	-95.08%
340-520 Old 320 Income	800.00	1,000.00	-20.00%
340-525 Cell Tower Lease Payments	7,200.00	7,200.00	0.00%
340-535 GPM admin fee	1,311.00	2,650.00	-50.53%
340-580 TICC Memorial Board Donations	325.00	245.00	32.65%
340-585 General Fund Donations	1,186.30	3,258.53	-63.59%
340-586 AmazonSmile	168.37	146.87	14.64%
340-587 Krazy Flat Donors (deleted)		500.00	-100.00%
340-590 Miscellaneous	200.00		
340-591 Memorial Wall Contributions	200.00		
Total 340-000 Miscellaneous Income	\$ 29,322.45	\$ 29,858.21	-1.79%
355-000 Cookoff Fees			
355-100 CLIF Premium per Cook \$2	21,372.00	22,426.00	-4.70%
355-200 GP Meeting Cook's Charge \$1	10,686.00	11,213.00	-4.70%
355-300 Registration Fee - \$25	9,725.00	10,400.00	-6.49%
355-400 Sanctioning Fee per Cook \$1	10,686.00	11,213.00	-4.70%
Total 355-000 Cookoff Fees	\$ 52,469.00	\$ 55,252.00	-5.04%
370-000 CASI Scholarship Fund Income			
370-100 Scholarship Donations	10,835.00	11,003.00	-1.53%
Total 370-000 CASI Scholarship Fund Income	\$ 10,835.00	\$ 11,003.00	-1.53%
390-000 Interest Income	164.97	1.75	9326.86%

Total Revenue	\$ 268,494.05	\$ 269,624.36	-0.42%
Gross Profit	\$ 268,494.05	\$ 269,624.36	-0.42%
Expenditures			
400-000 TICC Expenses			
400-100 Band & Sound System	9,000.00	7,000.00	28.57%
400-101 Band & Sound System - KF		1,500.00	-100.00%
400-105 Scholarship Day Expenses & Payouts	9,105.00	1,593.00	471.56%
400-109 Bar Expenses - Main	8,555.17	6,155.05	38.99%
400-110 Bar Expenses - KF	8,405.57	7,007.82	19.95%
400-111 Winner's Circle Expenses (deleted)		200.00	-100.00%
400-113 Wine - Pre-Sales	5,254.91	6,747.66	-22.12%
400-114 Wine Purchases - KF (deleted)		1,164.48	-100.00%
400-115 Wine Purchases - Main (deleted)		1,156.50	-100.00%
400-130 Gate Expenses	612.21	500.00	22.44%
400-131 Square - Credit Card Fees - Gate Admissions (deleted)		129.89	-100.00%
400-140 Ice Purchases (deleted)		3,465.00	-100.00%
400-140 Mobile Ice Sales - Taxable	200.00		
400-143 Hot Wings Cookoff Exp & Payout (deleted)		2,683.00	-100.00%
400-145 TICC Jackets	1,631.97	1,697.75	-3.87%
400-150 Judging Supplies	1,516.09	5,650.82	-73.17%
400-160 Licenses	1,424.00	1,424.00	0.00%
400-170 Name Tags	256.80	309.61	-17.06%
400-180 Officials & Contestants Shirts	9,405.15	8,399.12	11.98%
400-190 Posters & Banners	1,119.95	1,242.95	-9.90%
400-195 Radios	1,475.00	1,390.00	6.12%
400-200 Security	1,800.00	1,925.00	-6.49%
400-207 Square - Credit Card Fees - KF Beer & Wine (deleted)		10.23	-100.00%
400-208 Square - Credit Card Fees - CASI Beer & Wine		3.30	-100.00%
400-210 Store Expenses - Main	11,655.40	12,916.18	-9.76%
400-211 Store Expenses - KF	7,420.80	6,358.57	16.71%
400-212 Square - Credit Card Fees - Main Store (deleted)		236.98	-100.00%
400-213 Pre/Post TICC Sales - CASI Store - S&H (deleted)		14.09	-100.00%
400-214 Square - Credit Card Fees - KF Store (deleted)		136.31	-100.00%
400-215 Sales Tax Expense	6,544.92	6,791.33	-3.63%
400-217 Sponsor Appreciation	3,276.70	3,157.35	3.78%
400-220 Site Maintenance	23,255.00	6,095.00	281.54%
400-221 Site Cleanup Expense	2,800.00	2,900.00	-3.45%
400-222 Portable Restrooms Expense (deleted)		11,515.00	-100.00%
400-225 Trophy/Stove Purchase/Donations	9,751.42	10,350.62	-5.79%
400-240 Salsa Cookoff Expenses & Payout (deleted)		1,786.00	-100.00%
400-242 Tuesday CCO Expenses	125.00	87.22	43.32%
400-299 Miscellaneous Exp	749.16	770.12	-2.72%
Total 400-000 TICC Expenses	\$ 125,340.22	\$ 124,469.95	0.70%
410-000 Terlingua Trails Expenses			
410-300 KDT - Printing Costs	10,900.00	8,820.00	23.58%
410-305 KDT - Parcel Post	2,397.59	2,566.63	-6.59%
410-310 KDT - Bulk Mail	7,058.81	6,371.08	10.79%

410-335 Editor Postage Expense (deleted)		225.00	-100.00%
Total 410-000 Terlingua Trails Expenses	\$ 20,356.40	\$ 17,982.71	13.20%
420-300 Depreciation			
420-355 Depreciation - Signs and Plaque	149.97	210.00	-28.59%
420-365 Depreciation - Buildings	6,164.58	6,165.29	-0.01%
420-375 Depreciation - Office Equipment	241.78	306.48	-21.11%
420-385 Depreciation - Ice Merchandiser	229.51	229.80	-0.13%
Total 420-300 Depreciation	\$ 6,785.84	\$ 6,911.57	-1.82%
430-000 IT Expenses			
430-100 Recurring IT Expenses	5,976.72	5,023.88	18.97%
Total 430-000 IT Expenses	\$ 5,976.72	\$ 5,023.88	18.97%
440-000 Chilicity Expenses			
440-505 Chilicity Expenses	3,719.65	-452.00	922.93%
440-512 Newspaper Advertisement (deleted)		904.00	-100.00%
440-515 Chilicity Misc Expense (deleted)		100.00	-100.00%
440-525 TICC Winner's Travel (deleted)		2,150.16	-100.00%
Total 440-000 Chilicity Expenses	\$ 3,719.65	\$ 2,702.16	37.65%
450-000 CASI Director Expenses			
450-579 Treasurer Expenses	1,462.92		
450-575 Treasurer Postage Expense (deleted)		129.20	-100.00%
450-576 Computer Related Expenses (deleted)		814.01	-100.00%
450-577 Treasurer Miscellaneous Expense (deleted)		260.78	-100.00%
Total 450-579 Treasurer Expenses	\$ 1,462.92	\$ 1,203.99	21.51%
450-589 Executive Director Expenses	76.50		
450-599 All Other Directors Expenses	4,611.64		
450-592 Directors Travel Expenses (deleted)		4,298.26	-100.00%
450-593 Directors' Meeting Expense (deleted)		600.00	-100.00%
450-597 Other Dir Miscellaneous Exp (deleted)		315.50	-100.00%
Total 450-599 All Other Directors Expenses	\$ 4,611.64	\$ 5,213.76	-11.55%
Total 450-000 CASI Director Expenses	\$ 6,151.06	\$ 6,417.75	-4.16%
460-000 Membership Expenses			
460-600 Membership Expenses	718.10		
460-625 Membership Corporate Plaques (deleted)		33.95	-100.00%
460-630 Membership Postage Expense (deleted)		9.97	-100.00%
460-640 Membership Miscellaneous Exp (deleted)		67.90	-100.00%
Total 460-000 Membership Expenses	\$ 718.10	\$ 111.82	542.19%
470-000 Rancho CASI de Los Chisos Exp			
470-700 Ranch Expenses	17,625.28	6,986.95	152.26%
470-703 Ranch Non-Depreciated Equipment	500.00		
470-715 Ranch Telephone Expense (deleted)		1,977.40	-100.00%
470-720 Ranch Utilities Expense (deleted)		2,050.98	-100.00%
470-725 Ranch Miscellaneous Expense (deleted)		2,783.16	-100.00%
470-730 Ranch Property Taxes (deleted)		2,004.21	-100.00%
Total 470-000 Rancho CASI de Los Chisos Exp	\$ 18,125.28	\$ 15,802.70	14.70%
475-000 Scholarship Administrative Exp			
475-100 Scholarship Administrator Expenses	1,148.94	173.74	561.30%
475-200 Printing (deleted)		184.72	-100.00%

475-300 TICC Plaques (deleted)		648.00	-100.00%	
475-400 Administrative Expenses - Other (deleted)		126.67	-100.00%	
Total 475-000 Scholarship Administrative Exp	\$	1,148.94	\$ 1,133.13	1.40%
480-000 Tallymaster Expenses				
480-770 Tally PayPal Expenses		442.94		
Total 480-000 Tallymaster Expenses	\$	442.94	\$ 0.00	
490-000 Rules & Sanctioning Expenses				
490-750 Rules & Sanctioning Expenses		681.16	78.88	763.54%
490-765 Postage (deleted)			633.41	-100.00%
490-767 Computer related expense (deleted)			123.67	-100.00%
Total 490-000 Rules & Sanctioning Expenses	\$	681.16	\$ 835.96	-18.52%
495-000 Miscellaneous Expenses				
495-905 Bank Charges		123.00	48.27	154.82%
495-914 Bolner's Fiesta License Expenses		50.00	50.00	0.00%
495-915 Online Store			996.56	-100.00%
495-920 Picnic Time Expenses & Income		0.00	-13.30	100.00%
495-925 Legal & Other Expense		589.38	687.50	-14.27%
495-930 Old 320 Expenses		9.40		
495-954 Credit Card Fees (deleted)			1,052.41	-100.00%
495-956 TICC Memorial Board Expense		136.44	1,925.00	-92.91%
495-960 Sponsorship Expenses		286.00		
495-995 Miscelleneous Expense		68.29		
Total 495-000 Miscellaneous Expenses	\$	1,262.51	\$ 4,746.44	-73.40%
600-000 GP Meeting Expense				
600-110 Beer,Wine, other Hosp Suite		1,711.25	1,893.45	-9.62%
600-111 Hotel-Audio or Visual rental			2,958.35	-100.00%
600-112 Hotel-Guest rooms		1,133.67	953.21	18.93%
600-113 Hotel-Food and Beverage		12,700.58	10,332.89	22.91%
600-120 CASI Directors Expense			4,361.33	-100.00%
Total 600-000 GP Meeting Expense	\$	15,545.50	\$ 20,499.23	-24.17%
700-000 CLIF Expenses				
700-100 General Liability		11,807.25	11,248.65	4.97%
700-140 Directors & Officers Insurance		1,410.00	1,329.00	6.09%
700-160 Volunteers Insurance		530.55	521.00	1.83%
700-220 Umbrella		7,966.35	7,611.45	4.66%
Total 700-000 CLIF Expenses	\$	21,714.15	\$ 20,710.10	4.85%
Total Expenditures	\$	227,968.47	\$ 227,347.40	0.27%
Net Operating Revenue	\$	40,525.58	\$ 42,276.96	-4.14%
Other Revenue				
890-000 Transfers between funds				
890-100 Paying Fund		-42,960.84	2,641.23	-1726.55%
890-200 Receiving Fund		42,960.84	-2,641.23	1726.55%
Total 890-000 Transfers between funds	\$	0.00	\$ 0.00	
Total Other Revenue	\$	0.00	\$ 0.00	
Other Expenditures				
900-000 Charitable Contributions				
900-100 Sul Ross Rodeo Club		2,000.00	2,000.00	0.00%

900-105 Brewster County	4,000.00	4,000.00	0.00%
900-115 Terlingua EMS & VFD	5,000.00	5,000.00	0.00%
900-125 Terlingua School	2,000.00	2,000.00	0.00%
900-130 Terlingua Area Matching Program	2,000.00	2,000.00	0.00%
900-199 Donations Special	100.00	100.00	0.00%
Total 900-000 Charitable Contributions	\$ 15,100.00	\$ 15,100.00	0.00%
950-000 CASI Scholarships			
950-100 CASI Scholarship Program	15,500.00	13,500.00	14.81%
950-140 CASI Scholarship - Penderey's	900.00	1,125.00	-20.00%
950-150 CASI/Tex Schofield Scholarship	4,000.00	4,000.00	0.00%
950-160 CASI/Ancira FoC Scholarship	3,000.00	2,000.00	50.00%
Total 950-000 CASI Scholarships	\$ 23,400.00	\$ 20,625.00	13.45%
Total Other Expenditures	\$ 38,500.00	\$ 35,725.00	7.77%
Net Other Revenue	-\$ 38,500.00	-\$ 35,725.00	-7.77%
Net Revenue	\$ 2,025.58	\$ 6,551.96	-69.08%

2020 Operating Budget

Kris Hudspeth said yesterday we went over the 2020 Operation budget. And when we stopped talks on the budget yesterday, we were at a \$7500 deficit. Since that conversation Kris Stewart and her committee has agreed to cut a \$1000 from winner's travel this year so we are now at a \$6500 deficit. Before we get too deep into this has anyone come up with anymore budget cuts? Mike Whitten made a motion to adopt Keith's proposal to cut out bulk mailing and go to ten print issues estimated \$ savings of \$9000 effective 6/1/2020, seconded by Don Hoy. Discussion followed:

Kris Hudspeth said he and Cindy had been discussing this last night. He supports this cut however we are not going to get \$9000 worth of savings this year. We cannot institute the bulk mail cut this month. We have to announce this cut, in my opinion, at the earliest would be May. Because you already have cookoffs that are coming in and all the requests for bulk materials. We are not necessarily going to get the cut that we think we are going to get this year. I think we institute the bulk mail cut starting in May of 2020 and starting with the chili year of 2021 we have no bulk at all. That is when we start the ten issues. Per Keith's proposal yesterday the two issues that we would cut out would be the January and the November edition which would not be until next chili year anyway. So, starting the cut in May we would have a \$3000 cut this year. Cindy Noe had a question on the bulk mailing. So like Brian was saying you could request was how many do we have KDT printing extra and if we are not going to do the bulk mailing do, we have KDT print extra. Do we have to if someone is going to request them...do we have the printed already and are they just sitting around somewhere? Or do they print them as you request them. How does that work? She asked Nancy how it works. Nancy said she was not sure, but it is triggered when the cookoffs are entered and they request a box of Trails by checking a box. Nancy asked if she would have to go in there and some that have requested beyond the date and remove that check. Brian Spencer said the check box could be removed. Nancy said it would be easy to do an update. I will get a list of cookoffs that have been put in beyond that date and remove the check move. They are not sent until the month before the cookoff anyway. Kris said that if we are going to offer bulk mailing it should only be available for high profile cookoffs. Kris said we always have bulk Trails at the ranch also. Don Hoy said, and you would not believe how many of them that Troy has to pick up off the ground all over the place. Kris said the point is to save money and he thinks it would be better to just not do bulk period. All agreed. Brian asked what cookoffs you would have that would need to have a box of Trails. Kris asked but do they need to have it. Brian said we are eliminating the November Trails and that is the one going to TICC. Kris said no. The November Trails is the one for December. It is the one that is deadline October 15 that we all receive at our homes while we are in Terlingua. So that is the first that we cut. That is one of the two that Keith proposed to cut. Brian said that is the one that is interim TICC. Everyone said no, it is the October issue. It has the schedule in it. That is the one that comes to the ranch. Because it goes to press about the 20th and comes out about the 21st. So, the October issue is the bulk issue that comes to Terlingua. Renee Moore said she thinks we would be further ahead if we are eliminating the bulk even for Terlingua we would be further ahead to just print out that schedule of events that we have for the Trails. Make a lot of copies of that for the front gate and concessions, beer and Krazy Flats. We do not need the Trails out there. Cindy Noe said she brings 500 of the schedules every year. Kris asked if we could bring the QR code to the front. Cindy asked if Nancy could just include the QR to the packet when I mail them. Nancy said we could add it to the packet. Kris said on Keith's schedule that he prints we could have the QR code on it, so it goes straight to the schedule. Cindy said she meant on the packet that Nancy mails out for the cookoffs. James said the problem with the QR on

the Trails is that Trails is only for the members. Keith said that is another think we need to discuss. About moving the Trails out of the members only section. Cindy asked "What do I get for my \$25 membership?" Nancy said that is exactly what will be asked. Kris said make the Trails QR where it goes straight to the Events page. Keith said the black QR goes directly to the website and the red goes directly to Terlingua. It was set up directly to the Terlingua page of all the info and you would go into the Terlingua website page. That way all the info was there, and you could go thru and click stuff. Kris asked how hard is it to do the QR codes. Cindy suggested giving them out to the judges while they are waiting to judge. Nancy asked if we could just not take to table so they could scan with their phones. Cindy said but right now it is on members only. Kris said the October Trails is always the Trails that we put online for everyone to see. We have pulled out of members only section for the TICC issue. So, if we had a QR code for that Trails you are out of the members section already. So, we would just pull to October to show this is what we do, this is what we are cooking for...Kris said right. With the motion the way it is we cannot institute that today. We are going to have to vote on it, announce it and give a little buffer room before we institute that cut. So, we are not going to cut \$9000 from the budget. Kris said if motion passes, we will go ahead and pull the boxes. Jennifer Sherfield said she wished we could just get rid of them now because it is just a waste of money.

Keith Karaff said with your discussion points and we stop in June to December that would be \$4200. If we cut out the November issue that is \$1108. That comes out to \$5302 thru 2019. Cindy Noe asked if in the motion do we need an effective date? Mike Whitten said amend showing effective June 1st. Kris said any cookoff post June 1 that has Trails selected we would pull that flag. Nancy said she would go in post June 1 and if they requested it, she would unmark it.

Kris stated that he and Keith would work together on putting something out and it would be a joint announcement to the membership and also Jennifer would be in on this since she is over the Trails. And Keith said he could get the contact information for the person at KDT and will notify. Cindy said so November and January will only be on the CMS. There will still be one just online. Keith said it will also give the Trails team, because by then they will have the licenses, some creative flexibility to start doing what we talked about with active links within sponsor pages and articles, tying them to articles and websites making it an interactive experience when you go to the Trails. Kris asked if there was any other discussion. Keith called the question. Nancy reread the motion. Keith said we need to amend the motion. Motion is withdrawn. Don Hoy withdrew the second.

Kris said before we go into the dollar amount, we are not going to have a \$9000 savings this year so call the dollar amount out. Renee suggested we said a cost savings.

Mike Whitten made a motion to eliminate all bulk Trails and November and January print issues effective June 1, 2020. Only 10 print issues a year, the November and January months will be online only format, seconded by Don Hoy. **Motion passed.**

Renee said that after discussion yesterday she moves that Directors only be reimbursed for Great Pepper Meeting rooms, seconded by Jennifer Sherfield. Discussion. Kris said that he is looking at 2018 and the reason is because we stopped reimbursement pre- GP meeting. Directors expenses for the two board meetings that we had in 2018 was \$5214. Directors' reimbursements for hotel rooms at the GP meeting were \$4361 so we spent \$10,000 on Director reimbursements. We are only going to save \$4500 because it averages out...Renee said it used to be either or. It was airfare, mileage or you got your rooms. Last year, for comparison, the two board meetings in Irving we spend in Director

reimbursements in 2019 we spent \$4612. You can, to just put another number in your head, add another \$4700. Which would have been GP room totals. Kris said so we are looking at about \$9000 of Director expenses. If you cut based on Renee's motion, we are still going to spend \$4000 on GP rooms. I got that question earlier today, so I just wanted to throw that out there based on the financials. Renee said, just like I said in the old days you did not get paid for all the trip. You chose you either got your airfare, your rooms or your mileage and I do not have figures for back that far but I know we were not spending that much because a lot of cases people would bring their motorhomes and they would not take the reimbursement at all. But I think what you hear over and over again is I cannot afford to be a director. I cannot afford to go to all those meetings. Well, if you at least pick up a piece of the pie there we will pick up the three nights room at the Great Peppers meeting but everything else you are on your own. Mike Whitten said and if you are going to do that, here was my deal. The rooms at these meetings are like \$100 where at GP meeting it is a lot more. Nancy Hewlett said it is \$129 this year. Kris said he thinks it is tough. When he first ran for the board, he was grilled with you are young, you cannot afford to take it on yourself. I said I will take the reimbursement but if CASI gets in the position that they cannot afford it, I will be the first to stand up and take nothing. Things could get tough, but I will figure out how to pay for my own rooms, so it is not a burden on the organization. What we are telling the organization right now is, we are fixing to make cuts on a membership benefit, and I have another motion that could affect the membership if it passes. We have done our part to cut the costs. I see where Renee is coming from but at the same time I see where the cooks are coming from saying we are still have this fat in the budget but you are asking me to do without at the same time. Renee said we did not mind bunking up, we did not have to have our own room. Cindy said right and it says and encourages you in one of the CASI policies to room together. Renee said she made this motion to get something going. Don Hoy said he is with Kris. Mike Whitten said, food for thought, we spent, this weekend costs us, \$1500 plus the donation to the lodge. Mike said he thinks we eliminate the GP rooms or eliminate them both but if we can only eliminate one of the two then it should be the GP because it is more expensive. Renee said then that goes back to what I was saying, I do not think we should start the GP meeting until noon on Friday. Renee said eliminate the hospitality room on Thursday night and everybody goes out on Saturday night. Mike said he would rather have the Saturday because there is still a lot of networking that goes on Saturday night. Kris said think about those of us in this room. After the meeting then we have another meeting so by the time we are down with the all-day meeting then the extra two-hour meeting after everyone gets going, speaking for myself I am DONE. Mentally I am frazzled. Don Hoy said he agrees with Kris, but his thing is if we don't cut if all we can't expect to cut anything that affects membership. Renee said she would withdraw her motion if my second will accept the withdrawal. Jennifer affirmed. Renee moves that from this day forward all Directors reimbursements except for expense for which they should be reimbursed be eliminated, seconded by Jennifer Sherfield. Renee said we will not say all Director expense because people will take literally. Nancy said except for those expenses for your duty. Keith said no that will not work because the GP meeting is mandatory. Keith said it is your duty to go to Terlingua. Nancy said Renee moves that all lodging and travel expense for Directors related to meetings be eliminated. Kris said no it should be suspended because if we say eliminated, we have to go back to the great peppers. If we suspend it, just like we did this year, we could review it in January. Gives us a little room to change if we get into a positive state. Kris said, if we get flush with cash or get a huge benefactor...

Nancy reread the motion: Renee moves that all lodging and travel expenses for Directors related to meetings be suspended, seconded by Jennifer Sherfield. **Motion passed.**

Kris acknowledged Dave Hewlett. Dave asked if the Sheraton allowed us to have campers in the back-parking lot. Nancy said that Diane and Don did the first year. Dave said that could be an alternative. Kris said he thought Richard did one year. Don said the only one that had one was Ed Blair brought his back from the shop. Nancy said there was not much room. Keith said it was also game parking and especially when they get the new stadium done. Brian asked if this motion included this weekend. Keith said it was for going forward.

Brian asked where was that leaving us with the financials. Kris said we are depending on revenues we may have \$1000 in the black right now.

We talked about this yesterday. We have cut the Directors expenses, we have cut Trails expenses, we still will not know the savings on that until next year. We still have a \$17,000 hickey sitting on the books regarding TICC. And my motion is going to be the least popular, outside this room for sure, but I let me figure out how to say it...Nancy said, oh, well we can rewrite it. Kris made the motion that every cook pay a \$20 site usage fee for TICC. That is per person. If you come in on Old 320, on show, on cook you will pay a \$20 per person site usage fee. Excluding all sponsors, FOC and above will be excluded from the site usage fee. End of motion. Kris said that every cook band will pay a \$20 fee. Nancy said every qualifying wrist band. So, Jennifer is qualified, and Mike is not would still pay \$40, her qualifying and his plus one.

Kris made a motion that every qualifying person will pay a \$20 site usage fee per band for TICC excluding all sponsors, FOC and upper level, seconded by Scotty Parker. Discussion. Kris said FOC gets two wrist bands for their donation so we would do a fund transfer out of the FOC money into the gate fee for the FOC fee. He said if Dusty is a FOC she is not going to pay \$500 then have to pay another \$20 site fee. Mike Whitten said it is like a little while ago moving \$500 back and forth, it is a wash. You are already taking money that paid for TICC to pay for TICC. Cindy said you are right. Mike said he just does not see any reason to move money. Cindy said there is because FOC monies fund trophies and all that and the remaining goes to scholarship and after that remaining goes to operating. We are just moving the operating to the gate fee. Mike said people are going to say they have to pay for cooking every weekend and now they have to pay to cook in the championship. Kris said, like we talked about yesterday, our expenses at TICC are going up every year and what I am asking you to pay for is the facilities, the maintenance, the trash cans that you are using while you are at TICC. I am asking you to help cover costs that we have to have as an organization. Keith said Mike this is the argument that goes back and never has it ever been stated that you can get on the ranch for free. Your qualifying card is an invitation to cook in the championship only. It has never been a free pass to get on the ranch, but they have never charged you to get on the ranch. Renee asked who is going to police this for the people who get in 10 days before the event. Kris said that is a good question and I kind of thought through this a little bit. You do not get armbands until Wednesday or Tuesday. So, Nancy typically handles early arm band registration. Do you want your arm band, then you bring money. If you do not get your arm band because you have not paid your money then our friend Mr. Hoy can have a conversation with Patrick and at that point, we can have our money, or we can go home. That is how we handle our spectators right now. They come in early, it is on the honor system, you have to go to gate to pay fee. If not, the sheriff walks around with arm bands and says you can pay me, or you can put these bracelets on. It is up to you. So, from the policing standpoint the early armband registration, Mike would give Nancy a bank and Nancy would collect when she gave arm bands. Then Nancy and Cindy would police the FOC wrist bands. Keith and I already police the sponsor arm bands.

Scotty Parker asks how much Herman charges at his RV park? If you were to park your RV anywhere in Terlingua, how much would a night cost? Don Hoy said it would be \$49 a day. Kris said let me get this clear, regardless of where you park, the first time you come on the Ranch you are still going to pay your \$20 usage fee if this passes. We are not limiting this to just people who stay on the Ranch. We are talking about everybody. And if we take just the 230 chilis that were judged that does not include spouses, grandmas, co-pilots...just multiply by two by spouse. You will be looking at close to \$10,000 which offsets. Just to look at the budget, if we add \$10,000 to the bottom line of Terlingua we are now \$13,000 to the good. That is assuming that all we hit yesterday hits exactly what we budgeted. It gives us a little bit of wiggle room. Michael Mayorga was recognized, and he asked the question, is there any advantage or disadvantage to doing \$10 this year and see how it works out and then increase. Or take the hit right now? Kris said that he and Cindy talked about that last night and he is a big fan of just ripping the Band-Aid. If we are going to rip the Band-Aid, then do it right now so it is not a ...so we only have to do it one time. This will help CASI, TICC for the next 15 years. If we do \$10,000 this year, then we can say we still operated \$10,000 in the red and the next year we increased it. We are having to pull the Band-Aid again. James Burns asked if the motion passes do we offer early to those people the same thing for a short period...just a question. Kris said I would want to say no, see what the fall out is, then next year we could go back and add a pre-sale. Cindy said for cooks, show teams, assuming whether you qualify or not. Kris said I think that is what James is asking do we offer for cooks, show teams for the early pre-sale. Cindy said you would sale for \$15 assuming you are going to qualify and if you don't, we go back and say now you owe us another \$25? How do you do that? Kris said for that reason I say no.

Keith Karaff said we are going to do \$20 usage fee, \$20 at gate for spectators and a \$20 daily fee. Correct? Kris said correct. We have a vote coming up to honor wrist bands. To honor someone else's wrist bands to come and use the site during those three days. Jennifer Sherfield asked if Tolbert charged. Kris said they do not charge us. Kris said if you are a qualified Tolbert cook do you have to pay to get in. Keith Karaff said no. If you compare our site to their site, they have two port a potty. Don said they have more than that now. Jennifer said we are going to ask our true-blue cooks to pay \$20 and but we are going to let Tolbert cooks in. Cindy said yes but the potential on Friday for judges or them joining the events for our scholarship. This is what we potentially think we are going to get out of it. They might even stay on our site eventually. James said we have a lot of people that stay in town and there is not much to do at the Tolbert cookoff. Renee said we are charging everybody whether they are staying here or in town. Kris said he is saying only charge those staying in an RV or motorhome. Kris said because that person has the I am using my RV, not the port a potty. Which we know is not factual. We have all used the port a potty at one time and we all use the trash dumpsters. Brian Spencer asked if Tolbert charged their membership any kind of maintenance fee. The answer was no. Nancy said they do not have the facilities that we have either. Keith Karaff said they rent their property. Renee called the question. Keith said let us clean up this motion. He asked Nancy to reread motion. Kris rereads the motion: Kris made a motion that every qualifying person will pay a \$20 site usage fee for TICC excluding all sponsors. FOC and upper level sponsors are exempt from paying this site usage fee. Nancy said so we make it a two sentence instead of one. Kris said it reads better. Kris stated that he missed a piece so he will reread. Kris made a motion that every qualifying person will pay a \$20 site fee usage fee per arm band for TICC excluding all sponsors. FOC and upper level sponsors are exempt from the site usage fee. Kris will restate one more time: Kris made a motion that every qualifying person will pay a \$20 site usage fee per arm band for TICC excluding all sponsors. Keith said no it should be qualifying show

captain. That is where you get into trouble. It is not the team it is the captain. Keith said we cannot be having this discussion we called the question. Keith asked Nancy to read the motion one more time.

Nancy said Kris Hudspeth made a motion that every qualifying person will pay a \$20 site usage fee per band for TICC excluding all sponsors, seconded by Scotty Parker. **Motion fails.**

Renee said she voted the way she did NOT because she does not believe in it. We have been threatening this for years. We need to have something on paper, not to give the Great Peppers, but our members. Even if we take it to cookoffs to show them look, this is what we or spending. It will go over a lot better than saying guess what you are going to pay \$40 to get into TICC. Brian said we can already see that happening. Kris said we have not even talked about the Tolbert route yet. Michael Mayorga was recognized and said, as far as what Renee is saying I think that maybe we are going to institute a facility fee per below and then handle each situation. Keith said I think what we do is we don't let this die here but we actually spend some time now and clarify, do what Renee suggested, something that we can give to the membership explaining this is the problem, this is the solution, this is the justification. Inform them and word it that this is undeniable and is about to happen. Brian asked if this motion can be brought up again in the summer meeting. Keith Karaff said yes but let's take the time now that we have written up things. What do we do about these kinds of things? Get it all flushed out and spelled out, present to membership and send it out to the GPs. Renee said sadly enough, most of the GPs, 75% of them never pass one thing along. Everyone agreed. Brian Spencer said it boils down to us Directors in all our respective pods. Don Hoy said you can contact your pods but that does not mean that your respective Great Pepper is going to pass it on to the membership. Cindy said she went to the summer meeting where they voted t-shirts instead of polos. Nancy Hewlett said she was there also. Cindy said she just went to observe. Nancy said when she and David started cooking, they attended all the board meetings missing only two, then one in Houston. Renee said and the meeting in Terlingua. She said that was the best meeting because you were going there without going to a cookoff. The meeting was on a Saturday. She said they went to the restaurants and stores and said they were from the CASI Board and told them they appreciated all they did.

Kris Hudspeth said another thing we carried over from yesterday was the discussion on the allowing the Tolbert cooks to come in Wednesday, Thursday and Friday. Are we doing single days or blanket saying they can come in but must be out by 5? Renee said she thought it was just Thursday and Friday. Don Hoy said it would be Wednesday, Thursday and Friday. Kris said Sunday through Tuesday was no big deal but after the gates open is what we are looking at. Kris asked if we were including Saturday. Everyone said no. Kris said the conversation was to allow Tolbert to come in Wednesday, Thursday and Friday during the day and they had to be out by 5 pm or after the announcements of the events. If Friday events are running a little long, we are not going to kick them out during the middle of the announcements. It will be a gentlemen agreement that as soon as the announcements are over you will leave. Nancy asked for clarification about the reasoning behind 5 pm. It is the same agreement as at their place. We can come in, hang out, drink beer and buy their shirts but by 5 pm or the end of announcements they have to leave. If you want to stay and listen to their band you can stay but must pay their gate fee.

Don Hoy made a motion to allow Tolbert cooks entrance on Wednesday through Friday and be out by 5, seconded by Scotty Parker. **Motion passed.**

Keith Karaff made a motion to permit Keith Karaff to complete the application to TEFA for CASI to become a member. Michael Mayorga has volunteered to pay the membership fee for the initial application. Don Hoy seconded the motion. **Motion passed.**

Kris Hudspeth asked if we talked about entertainment. He said he thinks that all will agree that our time with Casey has run its course. We are in a very difficult position. As far as entertainment goes, it is tough to find someone who wants to come to the Ranch that is good under the budget constraints that we have. We are looking at Casey type entertainment. Our membership wants Aaron Watson level of entertainment but that is \$30,000. That dog won't hunt. He thinks that Chris Shackelford was very well received last year in the Flats and I think that is who I would like to see if there was interest in him coming for the money we approved, the \$4500. As far as the Flats goes, Don do you have any ideas? Don replied not me. Would karaoke on a multiple night thing work in the Flats? Don stated no. Don said you need to try to find a band. Nancy asked Kris if he saw the two emails, she forwarded to him. Kris said he had been conversing with another gentleman. The problem is the other bands is these people reaching out to us want \$4000 a night or \$6500 to \$7000 for both nights. Kris asked Jennifer about a band they had in Hobbs. She said he normally charged \$4000 and only charged them \$2500 but he wants room and board and this and that. She said but I do have another band that their problem last year was they did not have anywhere to sleep because they did not have a camper. Keith said did not the guy that got us Chris Shackelford tell me that he had 20 or 30 that might possibly be interested that we could utilize him if possible, to find somebody along the same lines as Chris Shackelford. Here was the issue last year. We used Carolyn for Chris last year and we do not have another room for the next band. That is what was good about James' band, they were all onsite. Kris said the other option is to try to find some local artists in Terlingua. Renee said she could always reach out to Craig. Kris said I do not know who he is. Renee said he used to play at the Ranch a lot. Don said he was very good. What did we pay out at the Flats, \$1500? James said yes. Renee asked how much do we play and is that for two nights? Don Hoy said that was two nights. Friday and Saturday night. Last year with Chris having a band member picking up travel costs I do not know if I am going to get that same \$2000 but figure \$4500 main stage, \$1500, that's \$6000 for bands. If I can get Chris Shackelford for lower I will then maybe, we can increase for Craig. Keith said we need to increase the Krazy Flats band to \$2000. Keith said Michael and I will donate \$500. Kris then said okay we will start at \$2000. Don Hoy said thank you. Kris asked if we could do karaoke two nights in the Flats. Don said no. Jennifer Sherfield said she probably would not mind if we paid her once and she would do it for donations the second night. She said we had it Sunday night and we had a blast. She made money that night. Kris said let him talk to Chris Shackelford. Don Hoy said the problem with it at the Flats is getting someone over there is they are not playing but for two hours and they are playing from 10 – 12. Keith said till the bar shuts down. Keith said he liked having the band over there on Friday and Saturday. When the main stage shuts down then the party continues. At least it did this year. He said Tuesday was insane over there and then Wednesday night it was cold. And then Thursday, Friday and Saturday nights were insane over there. The two nights that Casey was on the main stage it did everything it was supposed to do. We can do the three nights there if we can work it to do the three nights there then yeah. Kris said that is why I was asking about karaoke on Thursday night over there after the band shuts down on the main stage. And you do karaoke over there. Kris said he was trying to think outside the box here. Keith said on Thursday night once they finish on the main stage, they are still in I want to party, I want to dance mode. It is not a participation thing. Kris said entertainers are like plumbers, really good ones are really expensive. And the ones you can afford you don't want. James knows what I am talking about. We got a break with Casey. I can probably

get a break with Chris Shackelford just based on the group. But you start adding in the travel distance, if this was Waco no problem, but adding in the travel distance down there, it is getting tougher and tougher. As they begin to rise, someone that is unknown, they get hits on the radio and they go from being able to pay \$1500 for them to \$6000 to \$8000 a night band. Keith said like Randy Rogers Band. Kris said they are more than a one hit wonder. Keith said no he had one hit on the radio. Kris said it starts to get tough. I would love for CASI to be in the position to get some of these names people beg for every year, but when you start throwing out the prices they are going for...I have looked at some of the bigger name Texas bands and it is ridiculous .We could go with Larry Joe Taylor again. Kris said you reach out to Craig and I will reach out to Chris. Chris Shackelford might not be interested.

Kris Hudspeth said before I forget, I make a motion to pay the Elks Lodge \$300 for usage, seconded by Don Hoy. **Motion passed.**

Kris said last year Event Brite was tremendously successful for us. I make a motion to use Eventbrite for TICC 2020 with presale tickets being \$30 presale February 28th thru June 30th, \$35 presale July 1st thru September 30th, then \$40 presale for October 1 thru week of November 7th, 2020, seconded by Mike Whitten. **Motion passed.**

Kris said National Chili Day now. Let's talk about what we talked about yesterday then I will set the motion. Membership renewals were \$20, New were \$15 and Eventbrite was \$25.

Kris Hudspeth made a motion for the following promotional special on February 27, 2020 for National Chili Day to run a 1-day pre-sale ticket for TICC on Eventbrite, seconded by Jennifer Sherfield. **Motion passed.**

Kris Hudspeth made a motion for the following promotional special for National Chili Day, February 27, 2020, to run a membership special for a 1-year annual membership with a new membership at \$15, renewing membership, \$20. Promotion ends midnight February 27, 2020, seconded by Jennifer Sherfield. **Motion passed.**

Jennifer said we only have 10 days. Keith said it only takes one day to make a flyer. Kris Hudspeth said we were going to blow up social media with it. Keith said he would start working on the flyer that night and will distribute to everyone as soon as he got the flyers. He will hit Great Peppers, Mike, Facebook, website, everybody. Mike will put on Twitter. Keith will hit CASI Terlingua page as well. Keith said he would get with Richard so that when you click on the CASI page the first thing you see will be National Chili Day. Keith will take care of all of it.

Cindy Noe asked if we wanted Sign Up Genius again. Everyone agreed. Kris said Cindy would recreate based on what we had last year. She will send out reports and if any changes let her know.

Mike Whitten said he was in the bank the other day the banker said the money market rate had dropped to nothing but they had some CDs right now that were doing good and I would like to put the life fund and possibly half of our scholarship fund as long as it is zero risk option. That is free money. Kris said as long as there is not a risk or penalty to pull it out. Kris said it was smart to put the money in the money market and would be prudent to do the same with the scholarship fund.

Renee made a motion that the Treasurer be authorized to invest a portion of the CASI funds after discussion with the CASI President and ED at zero risk, seconded by Brian Spencer. **Motion passed.**

Jennifer Sherfield said social media, social media. I hate that we are promoting CASI events on a non CASI page. Why do we not have a CASI Facebook for CASI's Upcomings? Kris said the short answer is good luck. We have tried to encourage. Jennifer said the problem is we never had any place to do that. Renee said Larry Walton posts them and even if they are not sent to Larry, he goes in and captures them. Kris said a group not a page, right? Jennifer will organize a CASI Upcomings page for cookoffs and results.

Kris said the summer board will be meeting in June or July-ish. We will meet centrally and not 400 miles from everyone. Brian asked where previous meetings were held. Austin, Waco, Stafford were cities thrown out. Brian said we made a donation here what happens at hotels. Kris said that when we went to Waco, Donna Conrad was able to negotiate the use of their conference room. It was a little bitty room but because we had a 10 or 15 block room, they gave us the use of that conference room. And then we made our donation to Donna's pod specifically because they fed us lunch, snacks, and drinks. They basically did everything that Irving Elks do. The conference room was based on our hotel room count. When we went to Stafford, we made a donation to the Lodge itself. The same thing was done in San Antonio. When we move it out of this area, we generally try to recruit the pods to come in and help us. Stafford did a breakfast and a lunch. Kris said so did Donna and San Antonio. Brian said since he has to fly in to anywhere, I will let ya'll be the judge. Kris said we could come back here but we try to spread it around in the past. There are four of us that are very local to the DFW Metroplex but that means there are others that aren't. Keith said let's go to Victoria. Let Diana do it. We will go to VASA Pod. We can all bring our rigs, stay at the KOA, they have a swimming pool and a meeting hall. Renee said let's get back to our calendars and look at dates that would work. Don Hoy said the last weekend in June would not work because that is when John Gray has the Harlingen Cookoff. Kris said I am not trying to set a date right now just trying to put the idea out there. I can always reach out to the Lodge here. They love us being here. They take great care of us while we are here. Renee said we also have to keep in mind that Brian is flying in has got to be near a major airport. Jennifer suggested San Antonio, another whispered Bastrop. Brian said Dallas is easy for him. Renee asked him what airlines. Brian said typically it is American but there is a United that would work. Jennifer said Houston would work because that is a direct flight for her. Kris said keep in mind that we just suspended travel reimbursements so for our two out of state reps specifically let us keep the travel in mind for them.

Don Hoy made a motion that the meeting be adjourned, seconded by Renee Moore. **Motion passed.**

Respectfully submitted

Nancy Hewlett

Secretary.