

Minutes of the  
Great Pepper's Meeting  
Of the  
CHILI APPRECIATION SOCIETY INTERNATIONAL, INC.

Sheraton Hotel  
Arlington, TX  
September 8<sup>th</sup>, 2018

President Hudspeth called the meeting to order at 9:00 a.m.

Everyone stood while the J. J. Pearce color guard led the Pledge of Allegiance to the American Flag.

President Hudspeth welcomed everyone to the 39<sup>th</sup> Annual Great Pepper's Meeting. He thanked all those who participated in the Director's Challenge Cookin for CASI cookoff held the previous evening. He recognized Gil Hewlett as the hotel liaison and thanked him for his hard work. He thanked Donna Conrad and Dianne Stimson for the hospitality room and also David Sexton and the North TX pods for coordinating the hospitality bar.

**Credentials Committee Report**

The Credential Committee members, Dianne Stimson, Brandy Reid and Cece Rivera presented the following report:

“This year the committee completed the review of Pod Annual Reports. Here are the findings and recommendations.

Having met all the guidelines in the Bylaws Article XIII, the committee recommends lifting probation and regards them as Pods in good standing:

**Pepe's Pod Pod on the River Puget Pod Virgin Pod**

Having failed to meet all the guidelines in Article XIII, namely section 13.1.d, not having a Pod cook-off, the committee recommends the following Pods to be placed on probation for the 2018-2019 chili year:

**Colorado Chili Pod, canceled Pod CCO, did not reschedule  
Indiana Pepper Pod, canceled Pod CCO, did not reschedule**

Having failed to meet all the guidelines in Article XIII, namely section 13.1.h, failure to submit Pod Annual Report, the committee recommends that the following Pod be placed on probation for 2018-2019 chili year and furthermore, that this Pod not be seated at the 2018-2019 Great Peppers' Meeting for violation for 13.1.h of the CASI Bylaws.

## **High Desert Pod**

The following Pods contacted the CASI Executive Director and informed him that they have dissolved:

**Chili Appreciation Society of Arizona**  
**Chiliheads of Arizona Puerto Penasco, Sonora**  
**Chiliheads of Arizona**  
**Heart of Oklahoma ChiliHeads (HOOCH Pod)**  
**Mo-Kan Pod**  
**Pepe's Pod**  
**Purgatory Creek Pod**  
**Sunflower Pod**

Having reviewed all submitted credentials, all the remaining Pods have fulfilled the guidelines of Article XIII and recommend them for seating at the 2018 Great Peppers' Meeting."

Brandy Reid gave the following report:

"Under special circumstances the finding that we are still in the active chili year, the Heart of Oklahoma ChiliHeads (HOOCH Pod) contacted the Executive Director and have rescinded their wish to dissolve the pod with the understanding that the HOOCH Pod is in violation of the CASI by laws Article 13.1 h for failure to submit the Pod annual report. The committee recommended probation for the chili year 2018-2019 and furthermore the Pod will not be seated at the 2018-2019 Great Pepper's meeting for violation of CASI by law 13.1 h."

Keith Karaff thanked the Credentials Committee and stated that the report was approved in the board meeting of September 7<sup>th</sup>, 2018.

Secretary, Cindy Noe, called roll of the CASI Pods. 53 were called and 53 were present. A quorum was established.

CASI Board members present:

Keith Karaff  
Kris Hudspeth  
Mary Ellen Gillen  
Keith Longabaugh  
Nancy Hewlett  
Rick Powell  
Don Hoy  
Scotty Parker  
Kit Rudd  
Cindy Noe

### *Approval of Minutes of 2017 Great Peppers Meeting*

A copy of the Minutes of the Great Peppers Meeting held in Tyson's Corner, VA on September 9th, 2017 was in the booklet.

**Motion** by Puget Pod, to approve the minutes of the 2017 Great Pepper's Meeting, seconded by the Rose City Pod.

**Motion passed.**

### *President's Message*

The following address was given by President Hudspeth.

“Good Morning!!! It is fascinating that 39 years ago, the pioneers of CASI held the very first Great Pepper's Meeting. There are a few in this room today that were participants in that first meeting, and helped set the stage for where we are as an organization. The time and attention to detail that has been put into this Organization over the last 39 years by a volunteer base has been extraordinary. But, we have to continue being extraordinary.

In July, Shelley and I took a trip to Cheyenne, Wyoming to see the “Daddy of em All”, the Cheyenne Frontier Days Rodeo. This trip was supposed to be a “vacation” for us, away from work, our day to day responsibilities, and yes, a small break from CASI. But for those of you that know me well, I can never turn off my CASI brain. While we were walking around Frontier Days, talking to what we thought were employees, we were shocked to find out that this 10 day event was put on by over 2,500 volunteers!! The instant connection to CASI popped into my mind, and made me appreciate the entire experience just that much more. Let me be honest for a minute, these people have it waaaaay better than many of our volunteers do, because while it was 113 in Texas while we were there, the temperature was only in the high 80's!! All kidding aside, this mammoth event that takes over the entire town of Cheyenne for 10 days, is not much different than the way we take over Terlingua for 10 days. The biggest difference that I saw was the volunteer commitment and enthusiasm that they have for putting on the oldest rodeo in the world.

Take a minute to look around this room, the organization is changing. Every year we have less CASI pioneers with us, less returning Great Pepper's/Regional and Area Ref's, and less cooks. Take a look at how many Pod's have ceased operations. Now take stock of your current Pod base. How many members do you have versus how many did you use to have? Who is going to take over as Great Pepper when you decide to step down? Who is going to help carry CASI forward? What are YOU doing to help stop the downward trend in the organization?

This organization is a STRONG, VIBRANT, SUCCESSFUL organization that is the best at what we do, changing people's lives through every pot of chili cooked. But we have to stop and look toward the future of this organization, because the future is now! We must work together, as cooks, as members, as leaders of this organization to continue to help CASI succeed. There are

53 Great Pepper's or delegates facing the 11 Directors that are on this stage. We need your help with growing this organization. We need your ideas, your time, and your efforts to increase membership, recruit new cooks', train new monitors/tally teams/GP's, etc.

Prior to the Summer Board meeting, I asked Kit Rudd to lead a sub-committee for Membership. The very vague instructions to the committee were to look at membership structure and see if it is still viable as it is designed. If not, please provide some guidance and thought starters for the Board to discuss in the Winter Workshop in January of 2019, as well as ideas to grow membership. While this is a discussion that will carry forth through Terlingua at the committee level, everyone in this room can play a role in this discussion. Throw your ideas to Kit, get out and recruit new cooks, utilize the new cook contact cards that Keith Karaff provided. Help us grow YOUR organization.

I am excited to see Brian Spencer, James Burns, and Mike Whitten run for a spot on the CASI Board of Directors. This is the most candidates that we have had run for the Board in a number of years. Ricky, Keith L, and Keith K, thank you for rerunning. It has been a pleasure to serve on the Board of Directors with you the last few years. Randy, we will miss you being on the Board, but I know that you will still be a huge part of the Houston area and no, I will not help you install any more garage doors. Thank you to Barbara Schuler for being our Scholarship Coordinator this year. You were a huge help in picking up the program at a crucial time. The final thank you belongs to our favorite young fart, Melissa Pate. Melissa, we are going to miss your expertise as our Assistant Tally Master. You have put out more fires, fixed more issues, and done an amazing job. Thank you for stepping up when we asked for help, and doing an amazing job.

In closing, I would like to say that CASI has been an integral part of my life for all 34 years. The friends, the family, the love, and the heartbreak that I have shared with many of you, is what fuels my desire to be active in this organization. We are all in this boat together, because we have the same purpose-continue to see CASI succeed. The only way that CASI will continue to succeed, is if you join the 11 Directors by putting your oar in the water and helping us row the boat!"

### **Executive Director Report**

Keith Karaff gave the following address.

"Good morning. First I would like to thank Gil Hewlett for his contributions and hard work. Thank you to Patti Meyers-Jones for all her work on the GP meeting registration and to Clayton Jones for again providing the manuals. Thanks to David Sexton, Cowtown Pod and Donna Conrad, Dianne Stimson and Proud of Texas Pod for taking on the responsibilities of the hospitality suite. And to everyone that had a hand in organizing and working to ensure that we have a great meeting, thank you.

I would like to speak about the credentials process for a moment. I want to thank you for the somewhat timely delivery on your credentials. I had a great team that reviewed ALL the material that you sent. I think for the most part that credentials were reviewed and you had notifications back within 24 hours in most cases. A very special thank you goes to Cecilia Rivera from

Kansas, Dianne Stimson from Texas and Brandy Reid from New Mexico for their time, commitment and hard work. It makes my job a lot easier.

The last year was a fairly quiet one for me, so to speak. We started the chili year with the release of the new chili mix. It hit the shelves and has become a success. At TICC we had the first Anything But Chili contest and had 26 entries...not too shabby. The membership took to the challenge and concocted some rather interesting and delicious dishes. If you haven't tried any them, go to the website and download the recipes...they are great. We will once again have the ABC contest at TICC this year and once again, Dianna Hoy and VASA pod will run this event. So begin playing mad scientist and get those new recipes together. We are looking forward to seeing what everyone can come up with. And like last year, the recipes will be posted to the website.

We are coming off a very successful 51<sup>st</sup> TICC. Even though some numbers were down, we had a great week in the desert. Last year we were joined by two cooks from Estonia. They qualified at a cookoff that was held in Tallinn, Estonia at the Texas Honky Tonk and Cantina. The Cantina is owned by Herbert Murd and it was great to get to meet him and the entire crew that came with him. I know that many of the cooks stopped by their site and got to visit with them. They were overwhelmed by the warm welcome they received from everyone. I have been in contact with Herbert and regretfully, they are not going to be able to attend this year. He told me that this heartbreaking for him but he was going to try and make it for 53. Once again I want to send a special thank you to the Sho-Me Pod members, Kevin Stovall, Cecilia Rivera, Colleen Linter, David and Cindy Ashby and Ted Hoover for taking care of our guests not only during the week, but for providing everything they needed to cook on Saturday.

Two years ago, I brought with me some CASI information booth banners. Over the last year I was pleased to see that they are being used. For those of you that didn't get the chance to get one, I have the rest of the banners with me and this afternoon they will be available in the lobby. They are \$10ea. And there are only 6 left. If you had already purchased one, please let's make sure that the new attendees here today that would like to have one get one. With copies of the Trails, the information banner, the brochures and the CASI chili mix, this is a great opportunity to speak with the public that may be interested in what we do. Visit and cook chili at the same time.

There was recently a cook-off in Tomball that was attended by the 2017 champ Brent Allen. We set up an information booth right next to his and I can tell you that the amount of public that stopped by to see Brent, have pictures with him and talk with him was amazing. I don't know how he actually was able to cook that day. When they left Brent, they stopped by the info booth right next to him and talked with Pat Krenek and Max Reed about CASI. It was great to see their enthusiasm. I urge you to continue to use the banner, the Trails, the brochures and the mix to engage the public. The only people that can affect the changes that are needed are sitting here right in front of me.

One of my duties is the CASI Regulatory Report (**Addendum A**). This report covers all of our domain names, trademarks, registrations, UPC codes and Federal tax filings. It is the responsibility of the ED to ensure that we are meeting the deadlines for all of these. As you can

see in the report, we are current with every one right now. There are two items on this report I would like to tell you about however. Several months ago we received an email from our attorney that handles items 1-6. He told us that he did not think it was necessary that he needed to file items 1 and 2 because those two items were Texas only and that we ourselves could file those trademarks with the state. So the BOD had a discussion and we removed the top two items from his docket. This is going to save CASI \$1,650. And it will cost us a little time and \$100 to do it ourselves. These items will come up for renewal in April of 2019. Our attorney has been with us a while now and he understands our organization in a way no one else can and I appreciate his thoughts on our items and his information to help us save costs.

My job as your ED, is to take care of the day to day operations of our organization. The most important part of this job is being organized. You have to have some kind of a routine but be flexible enough to handle the issues that arise in a timely manner no matter how large or small. For me personally, there really aren't a lot of tangible, visible efforts that you see from this position. And that's the way it should be. You see posts, emails, updates as they come through. You are notified on special items when they present themselves. That is part of what I do. That is the job. Most of what I do is email. Run discussions and votes. Exciting huh? For the other areas of our organization I must trust and rely on the people that have volunteered their time and talent to do the jobs they volunteered for. If my name is coming up A LOT, there is something wrong somewhere. As long as my name is an after-thought, then I am doing what I am supposed to be doing.

At this time I would like to recognize some very special people that help the day to day operations of our organization. These people are an integral part of what we do. They handle the issues that from time to time come up.

First...I would like to recognize Bill Pierson, our Senior Referee. Bill is a long time CASI cook, past Tallymaster and also a past CASI Director. He is also chairman of the Rules Committee.

Next we have Pam Clark. Pam lives in California and is really trying to grow CASI out West. Pam is currently the Terlingua Trails editor.

Barbara Schueler is a retired educator and was the interim National Scholarship Administrator. We would like to thank Barbara for all of her hard work, time and commitment.

Kris Stewart is not only the TICC Head Judge, she is chairperson of the Winners' Committee. She is in charge of our champions' travel throughout the year.

Work on the Licensing Committee, Ted Fichtl. As a past ED, Ted is fully aware of the internal workings of CASI and along with a keen business sense, can and has helped CASI grow.

Richard Knight was and is an integral part of our organization. Not only is he the CASI webmaster, he brings a great business sense to the organization and sits on the Licensing Committee. This committee is poised to become a focal point in CASI's future.

Ken Rodd, long time chili cook, past Mayor of Krazy Flats, past CASI director and is chairman of Public Relations.

Bob Steinle. Many of you know Bob as he has been around for quite a while now. Bob is your Alcalde. He's in charge of the Old 320 at the Ranch.

This next person is not only the Great Pepper of DAM Pod, he is also the chairman of our IT committee. Dave Hewlett. There have been many Hewletts associated with our organization over the years and we are thankful to have him and them.

Last but not least, we have the one person that probably has the most thankless job in our organization. Our Assistant Tallymaster, Melissa Pate. Melissa has been our Assistant Tallymaster for 3 years now and she is responsible for deciphering handwriting, entering data and keeping Woodbridge in business. All joking aside, we are truly thankful and extremely grateful for the job that Melissa does for us. Melissa has announced that she is retiring from this position. We're gonna miss her.

Most of these people have several others that are part of their areas and committees and they share their unique backgrounds, expertise and creativity so that CASI can be all we strive to be. I would like to thank these individuals for everything they do. They devote their time, knowledge and talent and for them we are eternally thankful. Several of the committees this year had some enlightening discussions and I would like to thank those members for your dedication, your time and your thoughts.

If you currently volunteer on a CASI committee, please raise your hand. These are just a few of the committee members. There are almost as many that are not in attendance.

Over the last several months there has been much discussion about membership, scholarship and the future. The future is our youth. We must provide an outlet to try and engage the future prospects for our organization. So this year, I am asking that part of our focus is on our next generation of cooks. For many, many years Michael and I would travel the state running junior cookoffs for Pods. Then at TICC one year, there was a small group from Terlingua that set up as a vendor at TICC. I did some research and began a program called Kids Cooking for Kids. The initial thought behind this program was to raise donations to benefit the Boys and Girls Club of Terlingua. The much needed donations purchased items and food for the children that were part of the Club and it was open to any child. In the end we raised about \$6,000 over a period of about 4 years. But sadly, there just wasn't enough money to continue the operation and it shut down.

Many Pods and cooks became generous sponsors. One of the most dedicated was Jerry Dickerson. The first year we had KCFK, Jerry called me and told me he was having a benefit at TICC. Steak dinner. All the proceeds from that dinner went to KCFK. I believe it was about \$500. When the Club had to shut down, the program continued for another year. The funds that year were donated to the scholarship program. Then over the next several years, junior events waned and the program stopped.

There has been a lot of discussion this past year about our scholarship program. Not to sound the alarm, but the scholarship program is in need of help. Donations have slowed down. The amount of scholarships we can award has dwindled. I have always had a soft spot for working with kids. That's why I organized and ran junior cookoffs. That's why I worked at summer camps. That's why I was a teacher. That's why I think it is time to rejuvenate this program. My nephew was a recipient. There are many in this room who have children, grand-children, nieces, nephews, other family members that have received scholarships. Our president is a past recipient. These scholarships can actually change a young person's life. This can benefit them in ways that we aren't privy to. So, Michael and I have had several discussions about this.

If you have a junior cookoff, and designate the cookoff as a Kids Cooking for Kids event, and donate those entry fees to the scholarship fund, we will match dollar for dollar. This is such an important part of organization and is vital to so many young adults out there, that we are making this commitment for the next two years. I urge you to take advantage of this program.

I would like to speak about the people sitting up here beside me. I want to thank them all for everything that they have done and continue to do. It has been a wonderful opportunity to serve with such a dedicated, committed group of people. The support, camaraderie and friendship they have shown me this year is beyond measure. It has truly been honor to serve with you all. I found a quote that I think says it best: ***"In life, you will realize there is a role for everyone you meet. Some will test you, some will use you, some will love you and some will teach you. But the ones who are truly important are the ones who bring out the best in you. They are they the rare and amazing people who remind you why it's worth it."***

Today, you will be selecting new board of director members. Yesterday you got a chance to talk with each of the candidates and come away with some information that will help you in making an informed decision. We hear a lot of things when we come to this meeting...in the hospitality room, the smoking areas, at meals...where ever we gather. There are always discussions leading up to today. Some people have inquiries, some people have agendas, some people have gossip. It's all there. It is up to you to decipher what is truth and what is agenda. You come into this day as the voice of your Pod and they have entrusted you to make the best decision you can on their behalf for the upcoming year for this organization and we thank you for your commitment.

Time to close now. I want to thank each and every one of you for all that you do. It is my hope that when you leave here this weekend, you have enjoyed yourself, possibly met a few new people, made a memory or two, got a new idea about something; and that you take this information back to your memberships and share it with them. They need to know what you know."

### **Report of Nominating Committee**

Pat Krenek reported that the committee has received and find all the applicants for the Executive Director and Board of Directors elections in compliance with Article VII, section 4, of the CASI bylaws. Their applications were submitted and received by the deadline and all are current on their CASI dues. There are no issues that would disqualify any of the applicants.

The applicant for Executive Director is Keith Karaff. The applicants for the four board positions are James Burns, Kris Hudspeth, Keith Longabaugh, Rick Powell, Brian Spencer and Mike Whitten. Ballots will be passed out and votes will be tallied for two- three year terms and two- two year terms.

Ballots for Great Pepper will also be passed out. The candidates for Great Pepper are Kevin Stovall of Sho-Me Pod and David Trice of East Texas Pod.

Executive Director Karaff thanked the Nominating Committee members, Pat Krenek, Connie Collier and Judy Russell for their hard work and for the round table presentations the previous day.

### **Financial Committee Report**

Cindy Noe presented the following report.

“The Finance Committee wishes to thank Sheila D. Wilkinson for the review of the 2017 CASI financials.

Sheila attended LSU before starting her career with the Federal Civil Service. She retired after a career 36 plus years. During her tenure she worked as an auditor for the Inspector General of the Department of the Treasury with the FBI. Early in her career she was responsible for office budgets, both submitting and justifying amounts required as well as distribution of the funds once received. She has an Associate of Applied Science degree, with honors in Computer Information Systems and has worked for H & R Block since 2012.

Sheila was happy to report that the review went well. She said there were still a few invoices where sales taxes were paid. The Treasurer continues to give out our sales tax exemption forms to use on purchases and that has gotten better.

She reported that all the 1099 forms, the 990 and 990T returns were filed timely.”

### **Treasurer's Report**

Cindy Noe presented the financial reports which were included in the GPM booklet. **See Addendum B.**

### **Statement of Financial Position 2017 vs. 2016**

This statement shows a comparison of 2017 vs. 2016.

The Ranch Property Self Insurance fund was started over four years ago and the funds are kept in West Texas bank. This fund was started when we dropped the property insurance. The fund was increased by \$9,000 in 2017. We are hopeful that we can increase this fund more after the Winter meeting in early 2019. We would like to see this account grow to \$30,000 to \$40,000 to help with any catastrophic events that would affect the property at the ranch.

The West Texas National Bank account is kept for use at TICC and we usually leave around \$10,000 in the account for start up funds.

The Frost Bank checking is our main operating account and was under \$26,241 versus 2016 because we paid the \$25,000 for the wall cleanout back to the Life Membership Fund where it was borrowed earlier in the year.

The Life Membership fund remained at \$100,000 at year end.

The Scholarship fund was down due to decreased contributions in 2017.

Total current assets at the end of 2017 show a decrease of \$20,855 over 2016 of which \$25,000 was for the extraordinary expense for the wall cleanout.

Total fixed assets include office equipment, signs and etcetera items at the ranch.

There are no liabilities, therefore we own everything that we have.

Revenue less depreciation of assets, leaves a net decrease of \$27,994, which again is mostly due to the wall cleanout.

### **Comparison of each different revenue source (Excel worksheets)**

#### **TICC 2017 vs 2016**

**Friday Events:** Looking at the spreadsheet for TICC 2017-2016 we see that there are no revenues for the Friday events because all the funds go to the scholarship fund. The expenses are all related to the payouts and trophies. In 2017 the expenses were \$574 less than in 2016.

**Bars:** The revenues for the bars together in 2017 were down \$2,666 because of the decrease in attendance since 2016 was the 50<sup>th</sup> anniversary. Ice expenses were also down. The sales tax was lower than 2016 because of decreased sales. For 2017, the bars were under 2016 by \$5,792.

**Stores:** The combined revenues were \$29,350 versus expenses of \$23,472 which resulted in net revenues of \$5,879 for 2017. The stores had a decrease of \$8,863 in 2017 over 2016. Again, the 50<sup>th</sup> anniversary contributed to the huge success of the stores in 2016.

**Participant Related Events:** These events produce no revenue. The Friends of CASI program funds the prizes. The expenses for 2017 were under \$1,367 because we reduced the amount of shirts purchased and the champion's travel expense was under.

**Other TICC expenses:** Gate admissions were down \$14,243 due to decreased participation in 2017. Band expenses were down \$5,700 because we did not provide three nights of entertainment on the main stage. The posters alone in 2017 cost \$1,119 and we are happy to say that the cost for 2018 is \$875 for the same amount of posters. Radios were up \$265 and security was decreased by \$1,955 because of decreased participation. The net for portable restrooms was

an increase of \$680 in 2017 because we did not receive as many donations at the GP meeting in Virginia as we did in 2016 while in Arlington.

The net revenues for the Tuesday cook off were down \$837 versus 2016 because of decreased participants. Judging supplies increased due to the purchase of judges t-shirts, judge invitations and envelopes, paper goods, spoons and cheese. In 2016 we spent \$1,955 on pendants and goodie bags for the 50<sup>th</sup> anniversary which we did not have in 2017. The items in miscellaneous for \$541 were hotel charges for the emcee and postage to mail out jackets. The total for Other TICC expenses for 2017 versus 2016 total was under \$6,035.

**Area Contributions:** We always give back to the Terlingua area and in 2017 we gave \$15,000. We did not have the funds to donate to the Special Olympics in 2017. Sponsors are very important to TICC. Without our sponsors we would have been in the red \$54,604 in 2017. Thankfully we have Friends of CASI and sponsorships to help us put TICC on. Our sponsors give us product that is included as sponsor underwrite. Last year that amounted to \$18,106. Those are items that we did not have to pay for. That only brings our loss to \$36,497 and adding in our sponsor cash of \$36,444 we had only a slight loss of \$54 which was \$24,449 less than last year which was the 50<sup>th</sup> anniversary and participation was higher.

### **CASI Daily Operations**

**Membership:** Annual memberships were under \$1,274 in 2017 versus 2016. Life membership fees were raised to \$425 and no one joined in 2017. Corporate memberships increased by \$175. The Trails had a net decrease of \$2,886 in expenses (17,266-1,366)-(21,289-2,003) due to decreased members.

Total membership revenues in 2017 were \$18,975 which includes annual, corporate and life members and ads in the Trails. The total revenue over expenses in 2017 was a positive \$984, but a decrease of \$371 versus 2016.

**Admin:** Revenues were \$25,405 which includes miscellaneous contributions, sanctioning fees and cook off registration fees. Expenses were \$7,934 resulting in a net positive of \$17,471 which was \$636 less than in 2016. The Treasurer and other Director's expenses were under \$670 versus 2016. Rules and sanctioning were under \$271 because we purchased smaller rule books in 2017.

**Miscellaneous:** Includes the Cookin for CASI, royalties and the online store. The Cookin for CASI is under \$1,409. We received our first royalty payment in 2017 for the TICC Chili mix product in the HEB stores. The online store expenses were less than 2016 because of the purchase of the 50<sup>th</sup> anniversary items. The net of these items are a positive \$5,378 for 2017, however they are \$1,824 less than 2016.

**Insurance:** The CLIF cook's fees are down \$3,640 due to a decrease in cook offs held. This is the fee assessed each cup of chili judged to help with the costs of insurance. The total insurance costs were \$20,112 which was \$432 more than 2016. Currently there is only one insurance company that will write for this type of organization and we are at their mercy. The total net is a decrease of \$4,072 versus 2016.

**GPM:** The revenues for cooks fees and GPM admin fees were \$11,659 which is \$3,535 less than 2016 because cook offs were down and the GP meeting admin fees were down because the meeting was held in Virginia last year. The meeting expenses were \$18,564, which includes director travel expenses of \$6,335, which was more than 2016. The net result is \$8,396 over in expenses versus 2016.

**Ranch:** The cell tower, Old 320 and Krazy Flats donors produced \$7,900 in revenues. The Old 320 money from chili sales was used for new speakers in the judging area. The total of ranch improvements (\$1,217), equipment (\$738 for 2 used refrigerators and one freezer) maintenance (67) and miscellaneous (2,320 fuel to and from the ranch) was \$4,342 for 2017. In 2016, ranch improvement expenses were \$8,630. The reason 2016 expenses were higher was because there were many ranch improvements made in 2016 which included the take down and rebuild of the wall around the stage, power to city hall, power for the four sites added for band motor homes, power for the sheriffs pavilion, re-run of power to the main gate, new signs and an exhaust fan in the stage building.

Telephone, Utilities and Taxes increased by \$690 in 2017 due to expenses to run new telephone lines. In 2017 we paid \$980 in property taxes. This year when we received the property tax notice for 2018, the total was \$3,294, which is an increase of \$2,314. The board protested that amount with Brewster County and we were able to get the total down to \$2,016 which was a \$1,278 decrease over the proposed tax rate. However, even with the protest the property taxes will increase by \$1,036 for 2018 over the 2017 expense of \$980. The increase is due to an increase in the appraised building values.

Extraordinary expenses were over \$25,000 for the cleanout of the wall. The net of utilities, improvements and the extraordinary expense resulted in a negative of \$18,787 versus 2016. If you were at the ranch last year, you would agree that that was money well spent. Thank you, Don. The ranch looked great.

**IT Development:** Spending for IT includes recurring and non-recurring expenses. The expenses in 2017 were \$5,921 which was \$1,860 more than 2016. These expenses include the Weebly site renewal for 2 years.

**Total Daily Operations:** We had revenues of \$98,540 and expenses of \$108,153 resulting in a negative variance of \$9,613. This was a net loss of \$35,947 over 2016 of which \$25,000 was extraordinary expenses.

### **Scholarships**

Scholarship funds brought in total revenues of \$20,452 and expenses were \$29,368. The 2016 revenues were \$29,285 and expenses were \$28,071. The result is a decrease of 10,130. In 2017 we had turnover in the scholarship administrator position and the Scholarship day event at TICC was down \$2,995.

### **IRS & Legal**

Revenues were collected for NSF checks in the amount of \$27 in 2017. We had legal expenses of \$1,800 for trademark registrations. The net is a negative \$1,377.

### **Analysis Summary**

We had net revenues of \$259,082 from our different venues and expenses of \$287,076 for a net loss of \$27,994 for 2017. Remember that \$25,000 of this loss was the wall cleanout which would only make our net loss \$2,994 for the year 2017. Because of the \$25,000 in cash used for the wall cleanout we had a negative cash flow of \$20,355.

### **January 1 through July 31<sup>st</sup>, 2018**

#### **Revenue**

Currently we are showing a decrease of \$5,076 from the same period in 2017. Memberships, sponsorships and trails ads are down. Miscellaneous income is over \$5,240 because we have received \$6,380 in royalties so far this year. Cook off fees are down because of decreased cook offs held. Scholarship funds are currently down \$3,980.

#### **Expenses**

TICC expenses will begin to be greater over the next few months as we get our contracts signed for porta potties, trash and waste services. We have made a payment of \$1,000 toward the band, paid for the pepper trophies and the radios. The pepper trophy cost has increased by \$20 per trophy this year.

Chilicity expenses are under \$2,663 for champion's travel not used to date compared to last year. CASI Director expenses are over \$2,118 due to hotel, rental car and airline costs for the winter and summer meetings.

Ranch expenses are over \$3,230 for expenses related to the purchase of a metal building for storage and the slab that it will sit on.

The GP meeting expense is under because we had not made any deposits as of July 31<sup>st</sup>. Total expenses at July 31, 2018 are \$6,821 under the expenses of July 31, 2017 which brings the net operating revenues in at a positive \$1,746 over July 31, 2017.

#### **Net Revenue**

At July 31, 2017 we currently sit with a positive net revenue of \$44,987 and we have a positive variance of \$5,746 versus July 31<sup>st</sup>, 2017. This amount can be attributed to the royalties that we have received to date.

**Motion** by Pasadena Pod, to accept the Treasurer's report, seconded by Piney Woods Pod.  
**Motion passed.**

### **Sponsorship Report**

President Hudspeth thanked Rick Powell for his help with Ancira RV coming back as a Silver Sponsor this year. The Big Bend Tourism Council and Visit Big Bend reached out to him a few weeks ago and said they want to be a sponsor, so they are a Silver Sponsor this year. He asked everyone to thank Robert Alvarez when you see him for being a sponsor.

He reported that Woodbridge is back. They cut sponsorship last year, we re-engaged with Michael Benedetti and they have said they want to be a sponsor and have brought Woodbridge wine back to presales and will bring 100% product for both the ladies and men's parties.

Gold Sponsor's confirmed for TICC are Teasdale Foods, SE Mills (Louisiana Hot Sauce) and Glazer's Beer.

Our Silver Sponsors are Mrs. Renfro's, Pendery's, Choctaw Casino and RV Park, Statewide Remodeling, L & F Distributors, and Constellation Brands (Woodbridge, Casa Noble Tequila, Svedka Vodka, and High West Bourbon/Whiskey).

Last year prior to TICC, we were notified that 2017 would be Tyson's Chicken last year as a CASI Sponsor. We have been working diligently with Donna Conrad, and our partners at Southeastern mills to partner with a new hot wings provider. We have not found anyone to partner with for wings and CASI will have to absorb the cost of the wings. Sponsorship plays a big role and if anyone knows of someone that we can contact please let any of the board know or submit the information on the casichili.net website.

Last year H-E-B provided 150 bags of wings and we only had 49 entries and used about 75 bags. We are only going to purchase 100 bags and we are going up \$5.00 on the entry fee to help offset the cost.

We have also been informed that due to a shake up at H-E-B, they will not be returning as a Gold Sponsor this year. He thanked Donna Conrad for her many, many years of helping spread the CASI name throughout all of the H-E-B hierarchy, and her continued efforts to help CASI with many different requests. This sponsorship was through the store level in Waco, and does not affect the CASI chili mix that is being sold in a partnership with H-E-B.

He is also pursuing a couple of other sponsorships, but no formal agreements are in place at this time.

### **Friends of CASI Report**

Cindy Noe said that Friends of CASI is a major support group for the CASI TICC event and their contributions underwrite the cost of the TICC awards. This group of sponsors underwrites the

cast metal TICC pepper trophies, the TICC winner jackets, and the TICC winner chairs. Any proceeds over the cost of the awards will be used towards one Friends of CASI Scholarship, and then any remainder may be applied to cover other TICC expenses.

The benefits are:

- FOC sponsor polo shirt
- Complimentary concessions at TICC
- FOC Reception at TICC
- Recognition on national CASI poster
- Recognition on FOC page in the Terlingua Trails
- Photo opportunity with the TICC first place winner and/or trophy
- Recognition at GP meeting and all sponsor functions
- Annual window decal to show pride of membership
- Monthly electronic copy of the Terlingua Trails
- Optional: Recognition Plaque

The Friends of CASI donations for 2017 were \$31,950 which was \$4,200 less than the \$36,150 collected in 2016. In Kind donations were given to CED Dallas, High Sierra Bar & Grill, Hill Country WiFi, Clayton Jones and Wendell Rankin.

We had six businesses, six individuals (and/or couples) and one pod declinations in 2017.

The FOC program funded the TICC prizes for 2017 and funded \$1,800 of the Terlingua School Scholarship.

July 2018 was FOC month for the 2018-2019 year. As of July 31, 2018 the program had 41 contributors. As of today we have collected \$28,000 with 52 members.

There were a total of five declinations for 2018. In Kind donations were given to Bloody Revolution, CED Dallas, High Sierra Bar & Grill, Clayton Jones and Wendell Rankin.

Word of mouth is the best way to promote the FOC program. We encourage every board member to discuss the FOC program with anyone they know. If you have someone you would like for Cindy or Nancy to talk to, please let them know. The information to become a Friends of CASI member is also on the casichili.net site.

Mel Fitzhenry asked if a Friends of CASI member could receive a paper copy of the Trails instead of electronic copy. Dave Hewlett said that he has programmed that in and those members that choose to receive a paper copy can.

### **Ranch Report**

Director Don Hoy said it has been a busy year with improvements and work at the Ranch in preparing for the 52nd TICC in hopes to make it safer and more enjoyable for those working, cooking or just coming to be a spectator.

New WiFi lines have been run to Krazy Flats and to the main gate area. This will enable you to pay with a credit card when you enter the Ranch for TICC and for your purchases at Krazy Flats as well.

A concrete slab has been poured between the judging area and main concession where ice deliveries are made. This area has been slippery and messy for those people handling ice.

A new storage building is being built to keep all the materials used at the Ranch in one central area. Behind the stage area we will have a roll up door put in to help with the ventilation.

Scaffolding is being purchased to use instead of ladders to put up flags, banners, ceiling fans, work on lights etc. Face it, we aren't getting any younger to be climbing up and down those ladders and falling is no fun either!

Flooding behind the judging area has been corrected. There is work that still needs to be done with some drainage problems in the bar/concession area that we knew could possibly still exist. Mel Fitzhenry asked if you could go under the slab and build a wall to prevent the water from coming in. We had \$25,000 to do it and when the money ran out the contractor quit. Don is currently in the process of getting bids and working to correct the drainage issue.

We have started getting bids on ice, trash pickup and port-a-potties. For the past eleven years the bid on port-a-potties was given to B & S. The bid was the same this year as last year's \$19,145 for 61 units and 2 handicap units. We accepted a bid from Texas Disposal for the same amount of port-a-potties in the amount of \$12,195. Trash will cost us \$6,000 this year.

We will be doing some touch up painting, weed eating and putting up signs and banners around the Ranch and we won't turn down anyone who would like to help.

Don't forget to purchase your raffle tickets from your Great Pepper for the electrical hookups with one free visit from the Honey Wagon. \$5 each or 5 for \$20!

Don thanked all the CASI members for all their help and support this past year. Please contact him if you have any questions, suggestions or concerns. He wished all a safe trip to Terlingua for the 52nd TICC!

Mel Fitzhenry thanked Don Hoy and Scotty Parker for all the work they do at the ranch.

### **Krazy Flats Report**

Don Hoy reported that Krazy Flats will again be selling their Krazy T-shirt's, caps, koozies and a few other special items. Open house will be held on Thursday afternoon and Bloody Mary's and

appetizers will be served mid-morning. We will have a band Thursday, Friday and Saturday nights at the Si Brown Pavilion. The ABC contest is scheduled for the week also, so get your recipes ready. Wally's Pole is coming back to the Flats!

Kris Hudspeth said that he was approached by the West TX Chivos Chasers and was asked if they could bring goat roping to TICC. They have been past attendees at TICC and know what we are all about.

They are in the process of forming an LLC and acquiring insurance. Their proposal includes needing a 50X50 ft area, they will bring feed and water and extra water to keep the dust down. They would charge \$20.00 a team, they hope to have 300 teams and will try to have a 60% payout to the winners and will donate \$500.00 to CASI. It is open to anybody and is like a rodeo.

Currently we are looking at placing them in the spectator area in the bowl near Krazy Flats, assuming Wally still wants to move up on the hill. They have a Facebook page and have many followers and participants in their events. Anyone that comes in the gate would still pay a gate fee.

### **Old 320 Report**

Bob Steinle reported that TICC 2017 was a great event as we in CASI have come to expect. The arena was filled with chili cooks, both 320 members and friends, and a good time was had by all.

At the 320 meeting the night before, there was a lively discussion regarding the rights and privileges of members. Straw polls were taken on the various issues and the results of those polls have been taken to the BOD of CASI for clarification. The decisions of the BOD in the June 2018 meeting will be available for the members at the next meeting. The vote was that an Old 320 site may be willed without charge, one time only, to a member of his/her immediate family or to a current CASI cook in good standing and all sites that have been willed previously will be grandfathered in. After the first pass then it would cost a \$100.00 fee to keep it in the family.

Jimmy Rodgers had questions about the site for Golden Triangle Pod being taken away. Bob asked him to email him and he would research this. Mel Fitzhenry asked if there had been any consideration to offer to repurchase a site from an owner and they get their \$200 donation back. Bob said this was brought up at an Old 320 meeting and it was tabled by the members present in the meeting.

Carol Knight reminded everyone that you do not have to be an Old 320 member to cook in the arena. Bob said if he is notified that someone wants to cook in the arena he will make arrangements for them to do so.

He said chili sales were again brisk and the Old 320 will be able to purchase a new amplifier for the judging/concession area as well as one additional speaker to complete the set.

He received a lot of complements on the t-shirts that he purchased for the 320 marking crew. A good number of people asked if they were available for purchase but unfortunately they weren't. This year he intends to purchase additional shirts for those that want them, but it will be necessary to let him know in advance the number and size of the shirts desired. Last year the slogan on the shirt was "We Paint the Desert". He is looking for something clever to use this year, so if anyone has any suggestions, please let him know.

Over the last few months he has identified a number of spots in the 320 that can be reused. These have come from people passing, retiring from cooking, and from members that still attend TICC but cook at Krazy Flats or at their camper due to their TICC duties. If you're close to the top of the list, you can expect a call if you haven't already received it. The waiting list is actually getting shorter this year!

Finally, Bob said he wouldn't be running for re-election this year. If you are a 320 member and would like to be of service to CASI by running for Alcalde, please let either Keith Karaff and Bob know as soon as possible and they will fill you in on the details.

### **Governance Report**

Don Hoy presented the following report:

"First I would like to thank the committee members, Preston Nickel, Kyle Adams, Renee Moore and Mary Ellen Gillen for serving this year.

The Governance committee had a relatively quiet year. We had discussions but nothing really came our way until May-June of this year. We were asked by the Board to work on an extremely important policy for CASI. We were asked to formulate a new section on the CASI logo usage policy.

After many discussions and drafts, we were able to come up with a first draft that was sent for review. It was sent back because there were many what-ifs and there were still questions and that policy is still being reviewed and some details are being researched. This policy we are working on is too important to the future of CASI and we must make sure that we have covered everything possible. We didn't want to rush this and try to finish it quickly. We are trying to make sure it is a fair policy and at the same time protect us. We are dealing with a complicated thing here. By the time the new chili year begins on October 1, a new policy will be in place."

**Motion** by Black Sheep Pod to accept the Governance Report, seconded by Pasadena Pod.

**Motion passed.**

### Membership Report

Director Kit Rudd presented the following membership report.

	2015	2016	2017	2018			
Annual	787	711	645	568			
Corporate	21	20	10	15			
Life	525	549	633	634			
Total	1333	1280	1288	1217			

He said there is a decline in memberships in 2018, with the annuals at 568. This is a 22% decrease in the last 24 months. Corporate is up. He said that any assistance the GP's or members can lead him to get new members would be greatly appreciated.

He said our demographics are that we are an aging group. We have some organizations and pod bringing in younger and new members. He asked that you share your ideas on how you are growing your pods.

Mel Fitzhenry asked what process was in place to contact a member if they expire. Is there a letter or email to see if the member wants to renew or just forgot to renew. Kit Rudd said that currently there is an email that goes out after the day has passed. We do not have a method to mail out reminders. Mel Fitzhenry suggested that we mail them something or call them to try to get them to renew. He said if you don't try then you are going to continue to be down 22%.

Kris Hudspeth said about four years ago in an effort to get CASI back in the black, several cuts were made by President Ezell and mail outs was one of the things cut in the \$40,000 budget cut. Now paper costs have gone up as well. Mel Fitzhenry suggested that we cut the Directors expenses and the champions \$5,000 and that we start looking at cuts to try to get your membership increased. He said not everybody is computer literate. Kit Rudd thanked him for his suggestions.

The annual memberships used to be all on one date and the decision was made several years ago to spread them out to help keep a consistent revenue flow. Mel Fitzhenry asked if membership cards were still being mailed and out and the answer was no, it is sent by email.

Mike Watkins suggested maybe finding a way to tie a credit card to the reminders so that after a 30, 60 and 90 day reminders the member is automatically charged the fee. He said he has several accounts that automatically renew for him and suggested we think about that.

Of the life members listed, Preston Nickle wanted to know how many were alive. Kit Rudd said that in the CMS he has a way to check them as deceased and they are not counted here.

The numbers presented here do not include any members who will be paying by September 30<sup>th</sup>. He said there will be an influx during September that will drive the 568 number up.

**Motion** by Black Sheep Pod to accept the Membership Report, seconded by Highland Lakes Pod.

**Motion passed.**

### *Cookin For CASI Report*

Keith Longabaugh said that along with \$6,600, reported to date, last night's total was about \$3,000. He thanked Ken Rodd for his help in running the bid board.

He reminded everyone that a Cookin For CASI event does not count toward your state totals. You can have multiple Cookin For CASI cook offs to help your members get qualified and help the general fund also. When you input your event in CMS there is a box you can check that tells CASI it is a Cookin For CASI event and it will be added to the list in the Trails.

Keith Longabaugh read the following from Ken Rodd:

“August 2, 2018

Subject: Cooking for CASI

Hello Great Peppers

Here are some interesting figures I have come up with concerning CASI. It is not down to the exact penny, but it is close enough to make one think. Please do remember that I am NOT an accountant or CPA. My entire background is Sales, Marketing and Public Relations. I just broke it all down into a way that was meaningful for me and not the formal finance report. Kind of surprised me a lot.

The cost to put on TICC last year was \$117,983.72

1. Last year there were 450 chili cook-offs of which CASI receives a \$25 pack fee for each. Total income is \$11,250.00.

2. There were 12,017 cooks in those cook-offs and CASI receives \$4.00 per cook. Total is \$48,068.00 of this amount half of it goes to Liability insurance for these cook-offs. \$1.00 per cook goes to fund the Great Peppers Meeting (that amount would be \$12,017, but the cost of the Great Peppers Meeting is at \$14,000). The last dollar goes to the cook-off packet and related costs such as judging cup tickets, copies of the Trails, and packet of cook-off forms when requested.

3. Add those totals up and it comes to \$59,318.00.

4. Take that total and divide by total number of cooks and it comes out \$4.94 cooks' money going to CASI at each cook-off. The rest went to the charity which was 1,280,397.60 which we can be proud of.

5. I estimate the total CASI membership to be close to 1500 members. With their annual dues of \$25.00 that provides CASI with income of \$37,500.00.

6. The cost of TICC, \$117,983.72, comes to \$78.65 per CASI member. The cost of operating CASI during the year, not counting TICC, is expensive. The cost of the Terlingua Trails alone comes to \$8.00 per month per member. Maintenance of the CASI Ranch is another big expense.

I ask each POD to carefully consider having a Cookin' for CASI event to assist in expenses of TICC.

Respectively submitted,

Ken Rodd"

### **Tallymaster Report**

Randy Pittman recognized Melissa Pate and asked everyone to shake her hand or give her a hug. She has done a fantastic job over the last three years. She will teach the new Tallymaster before she retires.

The report that follows compares the oldest data he could find to compare to this year. That year is 2010. He pointed out the glaring differences in the last column and said it is incumbent upon all of us to do a better job of advertising and bringing in new people. We need to talk about what we do and tell people about our love for the organization and for chili.

	8/15/16	8/15/17	DIFF	8/15/18	DIFF	8/15/10	DIFF
<b>COOK-OFFS HELD</b>	415	397	-18	361	-36	489	-128 -26.17%
<b>CHILI'S JUDGED</b>	11,961	10,893	(-1,068)	9,953	(940)	14,319	-4,366 -30.49%
<b>QUALIFIED COOKS</b>	327	329	+2	305	-24	372	-67 -18%
<b>QUALIFIED SHOW TEAMS</b>	134	114	-20	115	+1	169	-54 -31.95%
<b>DOLLARS RAISED</b>	\$1,042,979	\$1,174,866		\$820,566		\$1,245,009	-424,443 -34.09%

This report reflects results from cook-offs that have been held and the paperwork has been received by the Assistant Tally Master through 8/15/2018.

The following update is as of September 4<sup>th</sup>, 2018:

377 Cook offs, 10,374 Chilis Judged 329 Qualified Cooks, 116 Qualified Show and total dollars raised of \$867,892.

**Motion** by Casanova Pod to accept the Tallymaster Report, seconded by Indiana Pepper Pod.

**Motion passed.**

Melissa Pate thanked Randy Pittman for his service.

### **Events Committee Report**

The Events Committee made recommendations for, and were approved by the board via email vote, the following events:

The DFW Metroplex Regional CCO which was held April 7 2018 at the Pendery's warehouse in Dallas.

The Mid Atlantic Regional which was held on June 9<sup>th</sup>, 2018.

The US National to be held in Hobbs NM in 2019. The submitted application had a proposed date of May 18, 2019 pending sponsor approval. The sponsor has since approved the date of March 30th, 2019.

The West TX Regional cook off to be held in Terlingua, TX in January of 2019.

The Ontario State Chili Championship to be held in Huntsville, Ontario September 22nd, 2018.

Purgatory Creek Pod has disbanded and with this, the South Central Texas ROC is now open for reassignment for any pod in the TXC Region.

**Motion** by Pasadena Pod to accept the Events Committee Report, seconded by Tall in Texas Pod.

**Motion passed.**

### **Events**

Nancy Hewlett reported the following:

“There has been a total of 527 cookoffs entered on the books thru July 2018. Thirty three of those were cancelled. The breakdown of cancellation reasons are as follows:

3 Duplicates

2 Illness

6 To be rescheduled

1 Permit issue

1 Not following rules 14 Unknown reasons

4 Not enough cooks

1 No referees

1 Decided not to have

The one with no referee is bothersome. Seems that someone should have been able to step up and officiate.

If you input a cookoff and you need a packet mailed, please do not use a PO Box if you can help it. There have been several packets that I have had to re-mail because of non-delivery.”

**Motion** by Rose City Pod to accept the Events Report, seconded by Proud of Texas Pod.

**Motion passed.**

### Scholarship Report

Nancy Hewlett reported that Barbara Schuler resigned as Scholarship Administrator and reported the following:

#### SCHOLARSHIP COMMITTEE MEMBERS

Tammie Wooster

Tricia Byrom

Tonya Jester

Mayo Blair

Mike Watkins

Cheryl Pierson

Sue Ann Brooks

Patti Meyers-Jones

#### REPORT OF DONATIONS OCT. 1, 2017 – JULY 27, 2018

Friday Event Entries	\$4,315.00
Donations and Memorials	3,924.00
Total	\$8,239.00

Donations and memorials are down considerably. We need to remember our Scholarship Fund. It is always a point of much interest when talking CASI to strangers.

#### RECEIVING ACADEMIC SCHOLARSHIPS

Taylor Enslin, Sachse High School, Sachse, Texas  
Lindee Fiedler, Boerne High School, Boerne, Texas  
Molly Northcott, Canadian High School, Canadian, Texas

#### RECEIVING TRADE SCHOLARSHIPS

Drake Cross, Tyler, Texas

#### PENDERY'S SCHOLARSHIP JULY 27, 2018

This fund has been dormant for the last year due to the lack of applicants from the Housing Crisis Center. We recently had 8 applicants. The committee chose to offer each a scholarship. Most of the eight received \$1200. We had one that we awarded a computer to finish her schoolwork and they awarded one very determined student \$3200.

These applicants live in a shelter and for the most are removing themselves from abusive situations. Pendery's plays a big part in the Housing Crisis Center with several on their Board of Directors.

The Pendery Scholarship Committee consists of Dusty Hudspeth, Candy Ford, Frances Manske and Patti Meyers-Jones. Nancy thanked them for their dedication in making this a successful endeavor.

**Motion** by East of Dallas Pod to accept the Scholarship Report, seconded by Indiana Pod.

**Motion passed.**

Nancy Hewlett announced that the new Scholarship Administrator is Brandy Reid. She will be issuing scholarship drawing tickets to the Great Peppers today. They are \$5.00 each or 5 for \$20. The list of items for the drawing was presented on the slide presentation and will be listed in the October Trails. These tickets can be sold in any state.

**Motion** by Pod of the Pedernales to elect Keith Karaff as Executive Director by acclamation, seconded by Pod of the Pass.

**Motion passed.**

Pat Krenek said the ballots were being passed out and to please vote for four candidates. We can accept ballots for less than four, but please remember we are voting for four and try to complete the ballot in full.

#### **Online Store Report**

Keith Longabaugh presented the Coggins report of sales from November 2017 through June 2018.

November \$ 113.40  
December \$ 226.80  
January \$ 103.70  
February \$ 106.40  
March \$ 116.80  
April \$5.00  
May \$ 37.00  
June \$ 397.00

He said they had several items shipped from Coggins that they are selling for a discount here today. The profit varies depending on the cost of the item. We have lots of inventory and that's why we brought some here today. The newest item that has been added is the superman shirt. We don't want to add more items until we get those items in stock sold.

**Motion** by Black Sheep Pod to accept the Online Store Report, seconded by Highland Lakes Pod.

**Motion passed.**

#### **IT Committee report**

Keith Longabaugh presented the following report provided by James Burns and Dave Hewlett of the IT Committee.

This is a summary of the current IT status as of 9/1/2018. CASI web cost figures.

There are several CMS web site design changes in work to reduce the number of data pages needed and to reduce the data transfer cost, including the process flow improvement. James Burns is updating the tally process flow by adding some Java script additions. These are making the process run more smoothly as it reduces the number of data pages required. In addition some Java script code allows better control of how much data is transferred reducing the overall cost.

The CMS web site look and feel will have more changes to make the flow easier to navigate and find things.

Due to Richard Knight's illness it is very clear that we need each web function filled with a backup person.

There are several new data page functions that are needed to be developed. Example: need a way to auto qualify the state show winner when they are not in the top 3 winners. Chili has such a feature, but show had none developed during the start up. There are some more needed items also.

The online results process is being looked at to see how it can be redesigned to make the flow easier.

A new winner's records process is being developed by James Burns allowing for past years winners to be retained in the results table thus allowing the end of a year process to be much simpler. This will allow all winner records to be online in the table from 10/1/2016 to current date.

These changes will allow us to not have to increase the number of data pages and the amount of the transfer data to remain as is for some time.

The TICC 2018 reports will need to be generated soon.

Caspio development site plan costs for October -December 2017 were \$1,048, January – June 2018 were \$1,762 and July – September 2018 were \$1,048. The Microsoft 365 costs for the same time periods were \$65, \$108 and \$65 respectively. The Weebly cost was \$469 for a two year renewal.

**Motion** by Puget Pod to accept the IT Committee Report, seconded by Rose City Pod.

**Motion passed.**

### *Terlingua Trails*

Kit Rudd presented the Terlingua Trails Report Highlights for 2017-2018 from Pam Clark.

Delivery Issues and Resolutions:

Time lag between printing and mailing

Quick response by Kerrville Daily Times to request

Maximum of two days between printing and postmark

Multiple copies delivered/no copies delivered

Terlingua Trails Editor is now directly responsible for mailing labels

Removed layer of processing = efficiency and less opportunities to introduce errors

Postal delivery issues

USPS internal issues beyond our control for the most part If you have delivery issues, REPORT IT!

Online viewing of Trails is another great reading option

Issues will always come up, and the root cause is often different. So PLEASE contact Trails Editor Pam Clark or Kit Rudd and we will do our best to investigate and resolve your problem.

Content

We need more!

Editor is invoicing cookoffs that took advantage of free advertising but did not submit stories or pictures

Let us help!

Change in paper size and type

Due to new tariffs (taxes) on imports of certain paper products (including newsprint) from Canada, KDT is changing paper type and size. Width reduced by two inches, but no reduction in content

No cost increase at this time, but future increases possible

Restoration of Trails Masthead and “Throwback” Logo

Worked from Wendell Rankin original paintings to give the masthead a refresh Restored the alternate block “TT” steerhead logo used on TICC posters from 1999-2002 Both are featured in the August 2018 Terlingua Trails

Vote of thanks to the Trails staff and volunteers

Assistant Editor Carol Knight

Mike Watkins

Cindy Noe

**Motion** by Indiana Pod to accept the Terlingua Trails Report, seconded by Pod of the Pass.

**Motion passed.**

### *Old business*

None to discuss.

### *New business*

Keith Karaff reported that we will see some changes to the Friday events. They will have new names for each competition. Like the chili mix we need to be thinking about the future of CASI and after some research we find that we can trademark these names providing they are promoted, publicized and used. After TICC 2018 at the beginning of 2019 we are going to complete the applications and file for trademarks with the state of Texas. The cost is \$50.00 per name. If and when we need to proceed to the federal level for filing, we would involve the attorney.

The names that we will register with the state of Texas are the “Terlingua International Hot Wings Championship”, “Terlingua International Beans Championship”, Terlingua International Salsa Championship” and “Terlingua International Non-Traditional Salsa Championship”. So in the future if we should be able to do a bean mix or powder mix the possibility can be that it would be the Terlingua International etc. and we can use the trademark name.

He presented an informational post card that can be used to get the word out about CASI. The artwork was submitted by Susan Armand in the t-shirt contest and her work stood out. So it has been used on the postcard. He thanked Susan Armand for her permission to use the artwork and presented her with number 1 of the 5,000 printed postcards.

The trifold brochures have been given a facelift. Diane Fitzhenry works with the Big Bend Tourism board to promote CASI and gives these out over a period of twelve days. Several people that she has talked to have actually come to TICC.

Mel Fitzhenry, Black Sheep Pod, presented the issue of only those contestants that go to Terlingua can get a shirt. He feels that those that earn the shirt should be able to have a proxy pick up the shirt for them. Randy Pittman, Tallymaster, said that he typically waits until all contestants have registered and then offers the shirts to those that want to take back to their Great Pepper or referee. Mel Fitzhenry would like to see them get the shirt size they need and not get leftovers.

**Motion** by Black Sheep Pod to allow a qualified cook, Great Pepper or Regional Referee to have a proxy person to pick up their earned shirt at TICC by providing that proxy person with proof of qualification or office held, seconded by Borderline Chiliheads.

**Motion passed.**

Jon Daniels presented the porta-potty challenge that he and Paul Mulkey started several years ago. Patti Meyers-Jones asked that since our porta-potty expense was down nearly \$8,000, that the funds go to the scholarship instead.

**Motion** by Rose City Pod to give the \$100.00 donations to the scholarship fund instead of the porta-potty fund, seconded by Proud of Texas Pod.

**Motion passed.**

Mel Fitzhenry reminded everyone about the Toy drive for the children of Terlingua ages 5 to 12. He said toys, flour and sugar are much needed and anything is appreciated. He said some even buy shoes for the children.

Keith Karaff presented the new poster. We had a new printer that printed the same amount of posters for less this year and they even dropped them off at the hotel so there were no shipping costs either. He thanked Mike Watkins who was very helpful in getting the poster designed.

### **Election of New Directors**

The newly elected Directors are:

Kris Hudspeth- 3 year term with 53 votes

Mike Whitten – 3 year term with 49 votes

James Burns - 2 year term with 46 votes

Brian Spencer- 2 year term with 44 votes

Keith Longabaugh and Rick Powell did not receive enough votes to remain on the board of directors.

The meeting was recessed for election of new officers at 2:29 p.m.

The meeting was called back to order at 2:45 p.m. by Executive Director Karaff.

The 2018-2019 CASI officers are:

President – Kris Hudspeth

Executive Director – Keith Karaff

Vice President – Cindy Noe

Treasurer – Mary Ellen Gillen

Secretary – Nancy Hewlett

### **Closing Statements**

Keith Karaff thanked everyone for coming and reminded everyone to see Patti Meyers-Jones about last minute wine sales and Dusty Hudspeth for scholarship drawing tickets.

Keith Karaff thanked Keith Longabaugh, Randy Pittman and Rick Powell for their service on the board and welcomed Mike Whitten, James Burns and Brian Spencer to the board.

The 40<sup>th</sup> annual Great Pepper's meeting will be held on September 7<sup>th</sup>, 2019 at the Sheraton in Arlington.

**Motion:** Rose City Pod made a motion to adjourn, seconded by Concho Valley Pod.

**Motion passed.**