

# Delegates Conduct Business

*Delegates to the American Angus Association's 127th Annual Convention of Delegates elect board members, vote on proposed amendments.*

Story by  
**CRYSTAL ALBERS**

Delegates from throughout the United States and Canada traveled to Louisville, Ky., mid-November to attend the American Angus Association's 127th Annual Convention of Delegates, the main feature of Angus activities at the North American International Livestock Exposition (NAILE). Delegates met Monday, Nov. 15, at the Kentucky Fair and Exposition Center (KFEC) to conduct Association business and to elect five directors to the Association Board.

Four amendments to the Association's Bylaws were approved, including:

- An amendment to Article II, Section 2.5, that defines and distinguishes between the two types of life memberships now recognized by the Association: the previous life memberships issued prior to Oct. 1, 1980, and those life memberships issued after Jan. 1, 2010.
- An amendment to Article III, Section 3.1, re-affirms that delegates will be selected to represent members at the Annual Meeting (Convention of Delegates) and that such delegates will be selected under the Bylaws by a representative of each active life or active regular member.
- An amendment to Article III,



Incoming President Joe Hampton addressed the 127th Convention of Delegates and presided over the election of five new directors from a field of 10. The selection process required delegates to cast six ballots before the final director was elected by majority vote.

Section 3.6 (a), re-affirms that each active life or active regular membership will have the right to nominate one delegate candidate.

- An amendment to Article III, Section 3.6 (c), provides that only one representative of an active life or active regular membership will be eligible to serve as a delegate candidate. As a result, a single membership cannot have more than one delegate candidate. This amendment also describes the process by which an individual shall be selected as a delegate candidate in those

situations in which two or more individuals associated with a single membership are nominated. It also describes how that one person will be selected if more than one person per membership is nominated to be a candidate delegate.

"The amendment revisions were offered to the delegates in an effort to more clearly define the intent they were written in, to provide one membership with one vote," Don Laughlin, Association director of member services, says.

## New officers

**Joe Hampton**, Mount Ulla, N.C., was elected the American Angus Association president and chairman of the board. He succeeds Bill Davis, Sidney, Mont.

Hampton most recently served as vice president and vice chairman of the board. He and his wife, Robin, operate Back Creek Angus, a cattle operation near Mount Ulla, N.C., focused on the production of Angus bulls for commercial cattlemen.

Hampton received his bachelor's degree from North Carolina State University and has been involved with agricultural research for more than 25 years. He has served as president of the North Carolina Angus Association and as board director for the North Carolina Cattlemen's Association.

As Association president, Hampton will serve as chairman of the Executive Committee and will work closely with all directors to lead the board during the next year.

**Jarold Callahan**, Edmond, Okla., was elected vice president and vice chairman of the board. He recently served as treasurer. Callahan received his undergraduate degree from



**Above:** Newly elected directors of the American Angus Association are (seated, from left) Leo McDonnell Jr., Columbus, Mont.; John Pfeiffer, Mulhall, Okla.; John Elbert Harrell, Opelika, Ala.; (standing, from left) James Rentz, Coldwater, Ohio; and Kevin Yon, Ridge Spring, S.C.

**Right:** Newly elected officers of the American Angus Association are (from left) Phil Trowbridge, Ghent, N.Y., treasurer; Joe Hampton, Mount Ulla, N.C., president and chairman of the board; and Jarold Callahan, Edmond, Okla., vice president and vice chairman of the board.



(Continued on page 32)

## Hampton: The Year Ahead

### A Q&A with the newly elected American Angus Association president.

North Carolina cattleman Joe Hampton is often the first to joke about his unmistakable Southern accent. The Mount Ulla cattle farmer accepted the president's gavel in his distinctive drawl during the American Angus Association Annual Meeting Nov. 15 in Louisville, Ky., and told the more than 500 cattlemen gathered at the Kentucky Fair and Exposition Center (KFEC) that they may need an interpreter during the next year. But joking aside, Hampton was clear with his intentions to spend the next year gathering member input in order to forge a strategic plan for the American Angus Association in the years ahead.

Hampton's wife, Robin, was among those seated at the annual meeting. She and Joe have always shared a deep appreciation for agriculture — first, as students at North Carolina State University, then through their registered Angus herd. Both first-generation Angus breeders, the Hamptons have worked together nearly 30 years on their Back Creek Angus farm — a farm, Joe says, that wouldn't have been possible without the cattle operation.

Together, the couple has remained focused on the end product and producing genetics for the commercial sector. Off the farm, Joe and Robin also have remained extensively involved in agriculture, including work for the North Carolina Angus Association (both have served the organization as president).

"We enjoy the data collection side of the business, certainly," Joe says. "But the people of the breed are a significant part of why we're involved. We have such a diverse, extensive membership, and we thoroughly enjoy being a part of it."

Joe says he — along with the Board of Directors and Association staff — plans to tap that membership resource this winter in a series of long-range planning sessions geared toward gathering member input and developing further solutions for the needs of Association members, their customers and industry stakeholders. (See survey insert in this issue for your chance to participate.)

#### **Q: Why did you choose to raise Angus cattle? What is the breed's primary advantage?**

Robin and I actually explored using different breeds when we first started out, so it was a very conscious decision when we selected Angus cattle. It was the American Angus Association database and performance programs that indicated to us that we could make improvements with our Angus cattle using that data.

The Angus breed has the most extensive and reliable database available that provides breeders with the confidence to make directional changes within their herds.

That's why we personally selected Angus cattle, and it was a wise decision. The breed has many attributes that have helped advance the entire beef industry the last 30 years, and they continue to have attributes that will advance the beef industry for the next 30 years.

**Q: The Association has endured a difficult economic environment and issues associated with genetic defects. In FY 2010 we recorded a substantial**

**turnaround from last year's figures with \$2.7 million in the black, and increases in registrations and sale averages. How do we maintain that momentum in the near- and long-term future?**

Our short-term turnaround was because our breed is a business breed and our leaders, both staff and the Board of Directors, treated this like a business. We made significant changes.

We reduced our expenses. We reduced the size of our staff and used technology to allow us to deliver the same services with fewer people, and we also took some steps to change our income structure to more accurately reflect the cost of doing business.

There were a number of things that were done from an Association perspective to get us back into the black on a short-term basis.

On a long-term basis, it will require that we stay relative — that the programs we offer to our membership are going to have to be those programs that allow them to be significant and relevant to their customers.

Programs like Certified Angus Beef LLC (CAB) have allowed our members to market cattle, which have benefited their customers through those programs. I think that's the key as we move forward. We need to continue to develop programs that will allow our members to successfully market their cattle in ways that add value to their customers.



Incoming President Joe Hampton said he, the Board and staff plan to involve the membership in a long-range planning process this year.

**Q: The Association has recently announced initial steps to a long-range planning initiative. What was the motivation behind this process, and what is the overall goal?**

Collectively, our membership has quite an intellectual resource. We have people who are very successful cattlemen, and we have people who are very successful in

other industries as well. They're now part of our family. We need to look at our customer base, see what their needs are going to be, then take advantage of the information we gather to develop subsequent goals and programs that address those needs.

To me, it breaks down into three different areas that we want people to be thinking in.

- We want them to think creatively.
- We want them to think with business savvy because the Angus business is a business, and we need to accomplish those things that add value to our breed and genetics into the future.
- Third, we need to consider commonsense applications. It will do no good to develop goals if they're not attainable and if they're not realistic.

Creativity, business savvy and common sense — if we can come up with a strategy and goals that incorporate those three things, we will have a road map to move us forward in the next five to 10 years.

This concept, though, should not be a one-and-done approach. This is something that should become part of our culture, where we continue to modify and to reflect on our goals and change them as the world around us changes.

**Q: Is the Association placing greater emphasis on member input through these sessions?**

We recognize that while it is the responsibility of the Board of Directors to implement programs, we also acknowledge that it's the entire membership that has this body of intelligence that we need to tap into. So, yes, we want to reach out aggressively; we want to be active listeners in this process. We want to develop

listening sessions in a lot of different formats, utilizing a variety of media, to access this information.

Our world today is different, partially because of the economy. We need to adapt and adjust so that we can continue to be relevant in this new world.

**Q: What are some specific areas that you intend to focus on during the next year? What are our biggest challenges?**

My primary emphasis will be gathering input so that we can determine the needs, goals and concerns of our membership. Then, I intend to act on the information that we learn from the membership.

I think that's how the Association can be relevant — to make sure our efforts are addressed toward the areas that our membership has identified as important.

Specific details are being finalized, but we will begin this process by gathering input at the Listening Post and elsewhere in Denver. We've also committed a portion of our February Board meeting to listening sessions, and we're in the process of developing other media where members can have input (see the survey insert in this issue or visit [www.angus.org](http://www.angus.org)). The goal is to finalize this plan at the June Board meeting.

For the next eight months, we will be gathering information in and putting this plan together.

**Q: What do you see as the Association's current strengths?**

Robin and I are very proud to be associated with an organization that has made such significant accomplishments in some tough times. The economics of the United States certainly was a challenge this past year, which extended all around the globe. The fact that we've dealt with it responsibly and have gone from the red back to the black in this short of a period of time says that our cattle aren't just the business breed, but our members are the business breed, too.

We're proud to be associated with that. We're proud of a lot of things the Association has accomplished.

It's not just our outstanding data-driven approach, such as genomic-enhanced EPDs.

We have important programs such as the junior association. That program has no equal.

The "I Am Angus" efforts certainly are not only helping Angus, but they're helping agriculture because these segments are making people aware of where their food comes from.

The Angus Foundation provides some of the most forward-thinking work that we do by investing in education, research and our youth.

Angus Productions Inc. (API) continues to serve as the best tool in the industry for providing relevant information to our membership.

AngusSource® continues to add value for commercial cattlemen using Angus genetics.

And, Angus Genetics Inc. (AGI) serves as an industry leader, providing services on the cutting edge of genomics.

Other programs, like *Certified Angus Beef*® (CAB®) continue to shine. We're proud of CAB and the fact that this year they were able to achieve another record-breaking year by marketing more than 775 million pounds of our beef.

These many programs and services are an important part of our business. With member input, we'll continue to help our breeders and their customers succeed. We're fortunate to have a dedicated staff and membership that has allowed us to accomplish these things, and I believe we have the people we need to accomplish further levels of success in the next year and beyond.

More than 350 elected delegates from 43 states and Canada represented American Angus Association members and conducted the business of the Association during the annual meeting and election. The meeting was at the Kentucky Fair and Exposition Center (KFEC) in conjunction with the North American International Livestock Exposition (NAILE) Super-Point Roll of Victory (ROV) Angus Show.



## Delegates Conduct Business

(from page 30)

Northeastern Oklahoma A&M College and a master's degree in agriculture from the University of Arkansas at Fayetteville. He taught purebred beef production and livestock selection at Oklahoma State University and served as executive vice president of the Oklahoma Cattlemen's Association before joining Express Ranches in 1996.

**Phil Trowbridge**, Ghent, N.Y., will serve as treasurer for the year. Trowbridge received his animal science degree from Alfred State College prior to becoming herdsman at Gallagher's Angus Farm, where he continues to enhance Angus genetics with Trowbridge Angus. Trowbridge has served on numerous boards on the local and state level and organized the Columbia County Feeders 4-H Club.



Retiring Association President Bill Davis (center) of Sydney, Mont., recognized 2011 Miss American Angus Paige Wallace (left), Stotts City, Mo., and 2010 Miss American Angus Sally Yon, Ridge Spring, S.C.

## Directors selected

It took a total of six ballots for delegates to elect five directors from an unprecedented slate of 10 board candidates. Newly elected to the Board are Leo McDonnell Jr., Columbus, Mont.; John Pfeiffer, Mulhall, Okla.; Kevin Yon, Ridge Spring, S.C; and John Elbert Harrell, Opelika, Ala. Jim Rentz, Coldwater, Ohio, was elected to a second term.

**John Elbert Harrell** is a lifetime member of the American Angus Association and grew up on the fourth-generation Harrell Brothers' Angus Farm.

John Elbert has 41 years of experience breeding Angus cattle, 25 years of experience as a community bank president and 15 years of experience as a successful small business owner.

He holds several academic degrees, including a bachelor's degree in agricultural economics, a master's

in human resource management, a graduate degree in banking and a certificate in financial planning.

He was manager of Harrell Angus Farm from 1977 to 1982 and served as 'Pickett' division manager of Lovana Farms, where he was promoted to performance director for all cattle operations.

**Leo McDonnell** is a fourth-generation rancher. He and his wife, Sam, live near Columbus, Mont., and have four children. They own the Midland Bull Test and a cow herd.

After attending college, Leo helped his father run Midland, which he purchased in 1993. In 2008, they turned the management of the operation over to their son and daughter-in-law to focus their efforts on the cow herd and ranching.

Leo is a past chairman of the Montana Cattle Feeders; serves on the National Cattlemen's Beef Association (NCBA) International Trade Committee and the Research and Education Committee; was a co-founder of Ranchers-Cattlemen Action Legal Fund, United Stockgrowers of America (R-CALF USA); and currently serves as a director of the U.S. Cattlemen's Association. He is active in other organizations and has testified on behalf of U.S. cattle producers at Congressional hearings.

**John Pfeiffer** is a fourth-generation Angus breeder who graduated from Oklahoma State University with a bachelor's degree in animal science. John and his wife, Gaye, have two sons and operate the longtime Pfeiffer Angus business and diversified farming operation.

John spent 30 years teaching high school science and served two years as an administrator. He served as president of the Oklahoma Angus Association and, with Gaye, serves as editor of the *Oklahoma Angus Challenger* and directory.

The Pfeiffers are extensively involved in youth development and have been named 4-H Volunteer Leaders of the Year on the state level. John was also president of the Logan County Cattlemen's Association.

**Jim Rentz**, Coldwater, Ohio, begins his second term on the American Angus Association Board of Directors.

Jim established Creek Side Farm near Chickasaw, Ohio, 58 years ago. In his early career, he worked as herdsman for Forest Hill Farms before attending Ohio State University.

Jim served as an *Angus Journal* fieldman from 1959 until 1973, then started Rentz Auction Co., and spent 28 years as a sales representative for Post Printing Co.

He has served as president of the Ohio Angus Association, a member of the Ohio Beef Council and as a treasurer of the Ohio Cattlemen's Association. He co-founded the Ohio Beef Expo and started the annual Showcase Sale.

**Kevin Yon** of Ridge Spring, S.C., is

a first-generation Angus breeder who got his introduction into the cattle business at age 14. Thirty years later, Angus cattle are still a way of life for Kevin; his wife, Lydia; and their three children, Sally, Drake and Corbin.

After receiving an animal science degree from Clemson University, the

Yons managed Congaree Farms before establishing Yon Family Farms in 1996 — the family's sole source of income. Kevin has served numerous leadership roles, including president of the South Carolina Angus Association and Cattlemen's Association, the Beef Improvement Federation (BIF) board of directors and

on the National Beef Cattle Evaluation Consortium (NBCEC) advisory council.



**Editor's Note:** *Crystal Albers is assistant director of communications and web editor for the American Angus Association.*