

Office or Committee Name: Sustaining Membership **Officer or Chairperson Name:** Charlie Hicks **Date of Preparation (include year):** 7/24/2018

Activities during the year:

Historically, a letter to all past sustaining members requesting donations is sent out in December prior to the next year's meeting. This is done to utilize any unused company funds from that year to cover sustaining membership in the upcoming year. Due to an oversite, no such letter was sent in December of 2017. I am not sure if and when a letter was sent in 2018. However, an announcement was made at the What's New in Industry Session about some confusion concerning the letter and that we would allow product updates from all companies with the understanding they would submit checks at a later date.

The most recent 2018 Sustaining Member payment sheet shows no payment from Helena or Dow/Dupont/Corteva. Mike Moechnig with Corteva gave a product update at What's New session but Helena did not. Would suggest contacting someone in Corteva on this.

Recommendations for Board Action:

Business manager to send a reminder to current committee chair to send a letter to all prospective sustaining members on or around December 1.

Remove Monsanto, United Phosphorus and Dow/Dupont from list. Add Corteva.

Budget Needs: With 3 major consolidations (Bayer, Winfield United and Corteva), the board may want to consider increasing dues slightly to \$1200/year.

Name of Person Preparing This Report: Charlie Hicks