

## MCAA State of the Association

Members,

The State of our Association is strong. The 2022 Conference and Show was a momentous occasion which will be written into the history of our association. President Judd Grafe was exactly the leader for this critical and key time and I am incredibly grateful for the significant contributions he made to create the greatest show. Judd's service, financial, and leadership contributions set a standard of excellence of which our association could not be more proud. Through his example, members of the MCAA have come to the table to invest in our future in ways we have never seen before.

Over the last 13 years, our foundation has picked up steam one year at a time and one gift at a time, slowly churning as the opportunity to serve our membership has been developed and discovered. The tremendous gifts of many place us in a position as a marquee state association unmatched by others across the country. We, as an association, are Auctioneers Helping Auctioneers – living out our vision statement as leaders in the auction community and auction method of marketing. Our foundation provided unparalleled education at our Conference and Show, setting our members apart from others. As we look ahead, the board of directors will look to continue this legacy and build upon our success recognizing there could be some economic turbulence on the horizon.

Shifts in economic winds create opportunity for the agile businessperson and auction professional. Certainly buyer's power will be impacted with rising costs as the dollar doesn't hold the same value as it did in 2021. We must not allow this to change the course we are set on as an association. Instead, let's prepare to grow and meet this challenge this year in our businesses and in our association.

The board of directors is continuing to operate in an effective and efficient manner with monthly virtual optional board meetings to check-in and keep up with all that is happening in our organization from each committee. These virtual meetings over the last two years have given rise to a board focused on results and service which benefits all of our members. Of primary importance for this year's board will be the task of redesigning our website which will be led by a committee of digital and auction pros including: Ben Grafe as chair, Brooke Gillespie, John Schultz, Judd Grafe, Jared Sutton, and myself.

Following the direction of our membership and the creativity of Michael Imholte, a committee has been established to determine the feasibility of a salesmanship competition at our annual Conference and Show. Michael will chair this committee with assistance from Ray Caruso and Glenn Trautman II as they seek to find a viable set of rules and guidance to govern a new contest

just like we did a few years ago with the ringman's competition.

In closing, this year's board is ready to work for you, the membership. If there is a way you would like to see change, I invite you to reach out to members of the board and I, especially in the month of March ahead of our Spring board meeting on March 27th.

Lastly, and most importantly, I invite you to say a prayer for the family of our dearly departed friend Mark Rime who recently passed away. He is a legend of our association and our industry and will be greatly missed. My deepest sympathies are with Conny and the rest of Mark's family and team who joined us in Rochester in January as Mark entered the MSAA Hall of Fame. Mark, you will not be forgotten. God Bless You.

**Isaac Schultz**

President, Minnesota State Auctioneers Association