

## **Greetings MSAA Family and Friends-**

As the month of March seems to enter as a lamb, we were recently well reminded of the winter lion that, at times, can be quite relentless in Minnesota. Many areas of the state received up to a couple feet of snow, bitter cold temperatures, and strong sustained winds with gusts up to and exceeding 60 miles per hour. In a few short months these storms and snowdrifts will be mere memories blasted away by high temps, humidity, and the Minnesota State Bird- the mosquito!

The 2023 Conference & Show was a wonderful success! I applaud the past leaders of our great association for their foresight in planning for the future of our education. It is those investments in ourselves that help us to live up to our vision statement as leaders in the auction community and auction method of marketing. Having a strong membership that is well connected throughout the industry helps us to bring in relevant instructors with cutting edge information. It helps us grow as an organization with new members and retention of existing members.

The 2023 economic year outlook seems to be similar to the weather I briefly commented on. Things are settling down to some level of normalcy. We can look back at our economy over the last several years and be reminded of the tumult that abounded. Prime Interest Rates have been raised several times over the last several months to combat rising inflation. Unemployment levels have steadied as wages have increased; many vacant positions still require workers. Some have found opportunities to return to work, some have found opportunities to work from home, and others have found opportunities to support their family in other ways by not working out of the home. Supply chains are being reconnected with bottlenecks being averted. Long term, market based investments have seemed to stop their decline, hopeful to make a full recovery over time.

The Minnesota Auctioneers Association, Foundation, and Auxiliary are in a great place. Membership has again seen a steady growth with new faces at Conference & Show in Alexandria. Through the Foundation Fun Auction, the side by side raffle, safe investments, and wonderful sponsorships, the Foundation finances are in a good place. The Auxiliary is excited to increase scholarship amounts for future awards. New faces, as well as some familiar ones, were elected to the Board of

Directors. The Directors are excited to work on planning another great Conference & Show for 2024 as we celebrate 75 Years! It is Exciting Times!

Sincerely,

Glenn Trautman II  
MSAA President