

Executive Vice-President's Report

Saturday, September 16, 2017

Omaha, Nebraska

Welcome to the 50th Annual Conference of the American Association of Bovine Practitioners. My name is Fred Gingrich and as of January 1, 2017 I am the new Executive Vice-President of AABP. It is my pleasure and honor to serve each of you in this role.

Those that know me know that I like fitness, so we are going to work off a bit of lunch now and recognize us, the members of AABP as we celebrate our 50th Annual Conference. If this is your first AABP conference, please stand. If you attended the first AABP conference, please stand. Let's honor and remember the vision of the cattle veterinarians in 1965 who created our organization and began the annual tradition of a CE meeting to elevate the standards of bovine practice.

If you are a past president of AABP, please stand. Thank you for your past and continual service to AABP. If you have ever volunteered for AABP in any capacity, please stand. We welcome volunteers to our organization. Joining a committee is a great way to get started in volunteer service.

I am pleased to report that the 50th Annual Conference of the American Association of Bovine Practitioners has set a record high attendance level at 1,432 total registrations including 384 students, 137 AASRP members, 32 graduate students, 5 veterinary technicians, 150 accompanying persons and 447 exhibitors from 125 booths for a total attendance of 2,029 from the United States, Canada and 17 foreign countries.

AABP and industry partners provide significant support to our student members. A total of \$211,500 in scholarships and travel stipends were awarded during the AABP conference to our outstanding future colleagues. These scholarships are supported by generous donations from Zoetis, Merck Animal Health, the Eli Lilly Foundation, and donations from individual members. The student delegate program brings future leaders to our conference, and AABP provides over \$40,000 to support this program along with additional support from Norbrook. AABP also provides student case presentation awards and graduate student research summary competition awards. This year AABP will award a total of \$4,500 to the winners of the student case competition, and through the support



Dr. Fred Gingrich, AABP Executive Vice-President, delivered his first report to the members after his first year as the chief executive.

of the BRD symposium, \$6,000 to the graduate student research summary competition. Finally, AABP supports students through externship and education grants. In 2017, AABP will provide \$20,000 in education grants, \$3000 in student chapter funding, and \$40,000 in externship grants. Total support for students for 2017 is \$325,000. Let's give our members and our students a round of applause.

I would like to thank Dr. Charlie Hatcher, our exhibits manager, his wife Sharon, and daughter Jennifer for their work in managing the trade show and selling vendor booths. This is the largest trade show with 186 booths generating \$279,000 in revenue for the organization.

Thank you to the sponsors for their generous support of our conference.

AABP is somewhat unique as a national veterinary organization because we have a board policy that prohibits industry support of scientific sessions. Despite this fact, we continue to have generous support of sponsors of our meals and events.

Thank you to.....

- Allflex for providing the EID tags to track our CE.
- AgriLabs for sponsorship of the daily newsletter.
- Boehringer Ingelheim as a new sponsor of the Wednesday reception, sponsorship of the Excellence in Preventive Medicine Awards and Bovine Practitioner of the Year Award, hotel room key cards, and the 5K stampede run.
- Bovine Veterinarian Magazine for co-sponsorship of the document bags.
- Diamond V for sponsorship of the Friday morning breakfast.
- Elanco for sponsorship of the Quiz Bowl and student reception, as well as their generous support of the Amstutz Scholarship Fund.
- Merck Animal Health for their generous support of the student recognition awards, the Mentor of the Year Award, Cattle Production Hall of Fame sponsorship, and the Saturday night gala dinner that you all can enjoy later this evening.
- Norbrook for their sponsorship of the student delegate program.

- Pharmgate Animal Health for general conference support.
- Phileo Lesaffre Animal Care for their sponsorship of the Thursday Wine and Cheese Reception.
- Purina for their general conference support.
- Zoetis for their co-sponsorship of the document bags, the generous support of the AABP Foundation-Zoetis Scholarships, the Distinguished Service Award, the Thursday morning breakfast, and the Friday night scholarship awards and Amstutz live auction dinner.

Industry veterinarians are our colleagues and valued members of our organization who demonstrate their commitment to the future of our profession by supporting our student scholarship programs. In addition, supporting our meals and events allows us to gather under one roof for socializing and networking, both of which are popular among our members. We often hear members say they learn so many things at lunch and dinner talking to other AABP members. Please help me in thanking our sponsors for their support of our students and AABP events.

Our membership currently stands at 3954 veterinarians and 536 veterinary students for a total of 4490 members from the United States, Canada, and 34 foreign countries. This year, the AABP membership committee and Board of Directors implemented efforts to recruit cattle veterinarians to AABP. This includes allowing practices to pay for multiple dues, sending dues renewal notices to those whose membership had expired, sending a letter to former student members who have received scholarships or were delegates, and through a collaborative effort with the AVMA, sending a recruitment letter describing the benefits of AABP membership to AVMA members who reported practice activity with cattle. To date, this has brought just under 150 additional members to AABP. I would encourage practice owners to pay for the membership dues of your associate veterinarians who are engaged in cattle practice as a standard benefit. AABP membership is not only an investment in AABP but also an investment in your practice. Additionally, invite veterinarians who are not members to join us as members. Membership recruitment, retention, and services is a major focus of my role as EVP.

I would like to announce some changes and updates from the AABP office. I am pleased to announce that the Board of Directors approved some changes to our online CE. Through an agreement with the Beef Cattle Institute, online continuing education will be offered as a member benefit, free of charge to AABP members. Conference presentations will be available through the website for education or for certified CE. You will be able to print your own certificate after taking the quiz and save your certificates. The website also has a very workable search function. In addition, we hope to soon have the capability to download the presentation audio to a mobile device to listen during the drive times to your clients.

AABP hosted four successful practice management workshops this year funded by a \$224,000 grant from the USDA. These grant dollars provided a no-cost series of practice management workshops to 59 veterinarians who graduated less than 10 years ago. A second series of workshops will be offered in 2018 and applications will open the first of December. Thank you to the Veterinary Practice Sustainability Committee, David Welch, and Dick Lewis for their efforts in giving veterinarians the tools to make their practices financially healthy.

Now for a little more exercise.....if you graduated from veterinary school from 2010-2017 please stand. If you are a practice owner who employs a veterinarian who graduated from 2010-2017 please stand. Please consider sending your associate veterinarians to the Recent Graduate Conference to be held in St. Louis February 9-10, 2018. This will be an AABP meeting targeted to this demographic of veterinarians and limited to the first 300 registrants. The program committee, led by Dr. Blake Nguyen, all are recent graduates and planned the entire conference. Serving on the program committee allowed some new faces to become volunteers for AABP as well as provide the unique perspective of developing CE content for their similarly-aged peers. This conference will give young veterinarians the opportunity to attend an AABP event outside of the annual meeting with CE designed specifically for them. Online only registration for this meeting will open mid-October.

As of January 1, 2017, AABP began providing association management services to the American Association of Small Ruminant Practitioners. The fact that organizations have similar issues and mission statements, as well as having a joint CE meeting together, seemed to make this a good fit. This has provided a source of revenue for AABP while allowing us to utilize and pool our resources to help a similar organization of colleagues.

Finally, I would like to offer some thanks to several people, without whom our organization would not be nearly as efficient or successful. I would like to thank Steve Johnson for his amazing IT support. I am sorry he had to start over with another EVP who is constantly asking him "is it possible to do this" or challenges him with new ideas. Steve always comes up with a solution that is effective, efficient, and economical. Thank you also to his wife Liz for her many years of volunteer service at the registration desk. Thank you to the planners of our conference - Lisa and Kayleen with Experient who helped the office navigate the logistics of organizing this conference, counting milks and session attendance, as well as to Tom Drullinger from Fern who has been the decorator in our exhibit hall for over 20 years. A special thank you to Katie O'Neal, who has gone home to her family, for working for AABP the past nine years. Katie agreed to stay on and work remotely to help train our new office staff as well as come to Ashland to work for two weeks. We

owe a great deal of gratitude to Katie for her dedication to AABP. I would like to introduce you to our new office staff, Allison Noble and Tabitha Condren. Thanks to both of them for all of the work they do with dues renewals, conference registrations, and for letting me pretend I am in charge some days. It is very challenging to manage the volume of work from May to September with a small office staff and they continue to get the job done on a daily basis. A special thank you to our communications specialist Geni Wren. Geni does a tremendous amount of behind the scenes work to make our organization look good. She has taken on multiple tasks, brings new ideas to my attention and puts up with my constant suggestions, telling me some are good and some are bad in a gentle manner. I would also like to thank two people who are not here today, Gatz and Kay Riddell. Gatz has been a lifeline to me on too many occasions to count. We all owe him a great deal of thanks for not only his work for AABP, but also for his dedication to taking on the job after the passing of Dr. Jarrett without the benefit of a transition period

that he gave to me. Many of you have asked me how Gatz is doing.....he is doing well and enjoying retirement with his family, riding his bike, clearing woods, and going to the gym. Finally, I would like to thank my wife Michelle, who has returned home to our four children. She supported me in veterinary school, struggled with me as we paid back my veterinary school loans, put up with my 80 hour work weeks as a new practice owner, and now stays home so she can take care of our children while I travel. Her only condition for me accepting this job was just one small thing.....I had to build her a new house.....which we moved into last month while I was travelling of course.

In closing, thank you for attending the 50th AABP conference and for trusting the leadership of this organization to a regular cattle veterinarian from a small town in Ohio. I welcome you all to join us for our 51st conference in Phoenix September 13-15, 2018. Thank you.

Respectfully submitted,
Fred Gingrich, DVM
16 September 2017