

TEXAS AUCTIONEER



The Official Publication of the Texas Auctioneers Association, Inc.

1st Quarter • 2020

Photo & Marketing Contest!

By: **Scott Droddy, TAA Director**

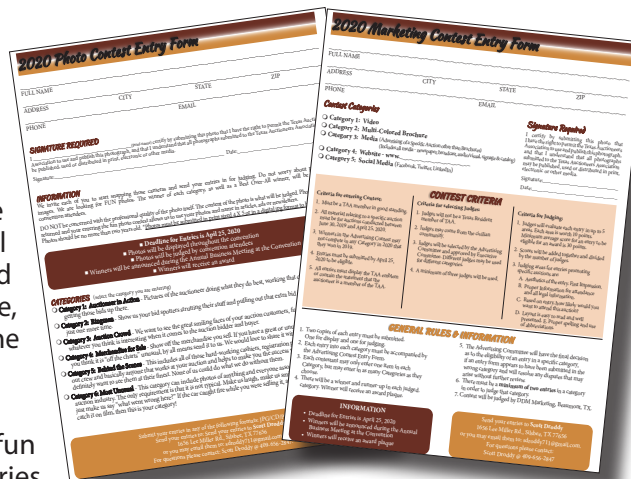
The convention is just around the corner! Besides the education, networking, and fellowship, there are the CONTESTS! The auction contests are great fun, and everyone enjoys them, but there is more to the auction business than a great chant!

of Auctioneer in Action, Ringman, Auction Crowd, Merchandise, Behind the Scenes, and Most Unusual, you can show us everything from your professionalism to the wacky side of the business! We don't judge on the professional quality of the pictures, but rather their content. Again, refer to the entry form for all the details.



The Marketing Contest allows you to showcase your media efforts to bring more people to your sales. No people=less sales! Show us how you market yourself, your company, and your sale to the public. There are several categories: Video, Multi-Colored Brochure, Other Media, Website, and Social Media! Refer to the contest entry form for details.

The Photo Contest shows us the fun side of the business! With categories



All entries will be judged by DDM Marketing in Beaumont, Texas. I look forward to seeing all the entries. Remember, each category must have at least two entries to be judged. Get busy rounding up your marketing tools and your photos.

Get entered, and I'll see you May 14-17 in San Marcos, TX at the Embassy Suites Convention Center and Spa!

A NEW VISION FOR THE Professional Auctioneer

**Texas Auctioneers Association
ANNUAL CONVENTION &
STATE CHAMPION CONTEST
MAY 14-17, 2020
Embassy Suites San Marcos, TX
www.TexasAuctioneers.org**

See the Annual
Convention
Insert For
More Details!

Complete Convention Schedule &
Registration Forms can be found
online at www.texasauctioneers.org.

PRESIDENT UPDATE

Joel Lemley, CES, CAGA

TAA 2019-2020 President

I want to wish everyone a HAPPY NEW YEAR. 2020 will be designated as the year of the "Professional". Every aspect of what we do as auctioneers, ring men and women, clerks, and management specialists should always have that in the back of their mind and on the front of their business card. With the TAA Convention coming up in May, the focus of our education, marketing, and actions will have "Professional" put at the forefront.

Now, just saying the word does not make you a professional. How do you know yourself to be a professional? What makes you a professional? Where do you become a Professional? These questions have answers that are sometimes lost in its meaning. Being a professional in any occupation has three main components: **competency, skillfulness, and assurance (CSA)**. These components (CSA) are not handed to you at auction school, even though it is the best bet to the path of a professional. You don't receive them (CSA) if you qualify for a license, even though you are required to have them. You especially don't receive them (CSA) if you participate or win a contest, yet it takes tremendous talent to compete. These valued components are earned with experience, education, practice, determination, and representation.

We recently received from an Auction Company questions concerning legal, policy, and protocol procedures concerning auctions within the State of Texas. This Auctioneer was not a member of the TAA yet was asking us for guidance. We, as professionals did answer those questions. But, one wonders, what if the TAA or NAA did not exist? The



value of membership continues to rise when membership offers you, in return, those valued opportunities to become competent, skillful, and assured. Membership adds VALUE!

As I mentioned, May 14-17 will be our Annual Convention this year held in San Marcos, TX at the Embassy Suites Hotel. This is going to be a great time as well as an important tool for "Professional" Texas Auctioneers. Your attendance will put you in with other professionals coming to learn, share, and have fun. This year we want to really focus on the Fun Auction that will be held in conjunction with the President's Welcome Party. The Fun Auction serves as an opportunity to showcase your skills or just plain ole show off, selling neat, one of a kind items with proceeds benefitting the TAA.

This year's President's Welcome Party is a Cowboy Luau. That's right, a real Hawaiian Luau with a touch of Texas thrown in. Hawaiian shirt contest, hula skirts, pineapples, coconuts and cowboy boots. Get Ready! We will also be offering TCAP this year adding the third and final class that will be receiving the designation as a Texas Certified Auction Professional. TCAP 1, and TCAP 2 will also be available.

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TAA SHINES IN COLORADO

By: Toya McLeod, TAA Director

The TAA was well represented last month at the second annual Mile High Open Bid Calling Contest in Denver, CO. All three Texas entries made the finals, with Angie Meier, Troy Robinett, and Toya McLeod finishing fifth, second, and first, respectively.

The Mile High Open was launched in 2019 by the Colorado Auctioneers Foundation in conjunction with the Colorado Auctioneers Association. The format of the contest is much like the Texas Lone Star Open, with contestants selling 3 items in the preliminary round. The top five contestants from the preliminary advance to the finals, where they sell four items. It is held in conjunction with the National Western Stock Show, and has quickly become a top notch event, offering \$10,000 in total prize money, including a \$5000 first place prize.

Your TLSO co-founders, Joel Lemley and Troy Robinett, developed a contest format that has caught fire across the nation, with similar events being held in Denver, Kentucky, and Iowa in 2020. TLSO still reigns supreme, as the highest

paying contest of its' kind, offering a \$10,000 first place prize. The large prize pools and omission of an interview portion attracts top auctioneers from across the nation.

Let me tell you this contest in Denver was no exception. Auctioneers from Texas, Georgia, Minnesota, New Mexico, and Colorado ascended upon the National Western Stock Show with one thing in mind: \$5000. It was a super competitive field, and the final result speaks volumes about your TAA Membership and Leadership. This association is in great hands and has a very bright future.

Don't forget to get signed up for our annual TAA Convention and State Championship Contest to be held May 14-17 in San Marcos, TX. You could be the next Texas State Champion!



REMINDER: TAA HAS SCHOLARSHIP OPPORTUNITIES!

TAA will be awarding a **Scholastic Scholarship** and the **Jim Sample Endowment Scholarship** at the Convention in 2020. Please see both application forms inserts or find them on the TAA website at

www.texasauctioneers.org/taa-scholarships or it can be requested from info@texasauctioneers.org. **Deadline for submission is April 1, 2020.**

TEXAS AUCTIONEERS ASSOCIATION
Scholastic SCHOLARSHIP APPLICATION
 Deadline for submission: April 1
www.texasauctioneers.org

SPONSOR INFORMATION

Sponsor's Name: _____ (Must be a current TAA member in good standing)
 Parent or Grandparent of the Applicant: _____
 Email of Sponsor: _____
 Phone of Sponsor: _____
 Why this applicant deserves a TAA Scholarship for advanced learning?

APPLICANT INFORMATION

Applicant Name: _____
 Address: _____
 City/State/Zip: _____
 Email: _____
 Phone: _____

_____ current member of TAA? Yes No

TEXAS AUCTIONEERS ASSOCIATION
JIM SAMPLE MEMORIAL ENDOWMENT SCHOLARSHIP
www.texasauctioneers.org
info@texasauctioneers.org
 Deadline for submission: April 1, 2018

is state the plan for your future in the auction industry?

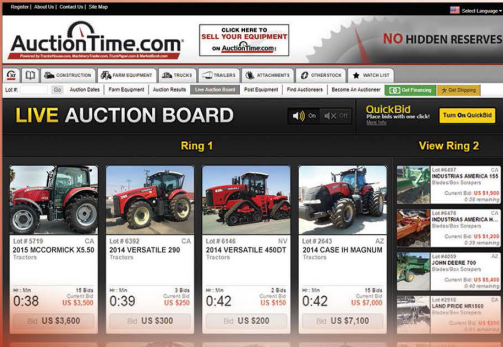
It is a letter of your background, education and experience. Please limit to one page.
 1 one reference letter from a business colleague or employer.

APPLICANT INFORMATION

Date of Birth: _____
 Email: _____

2019 Scholarship Recipients:
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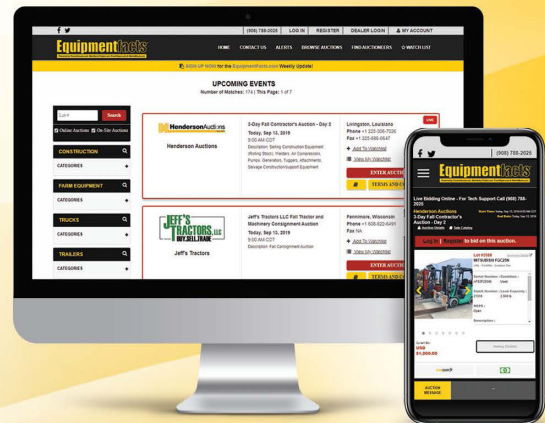
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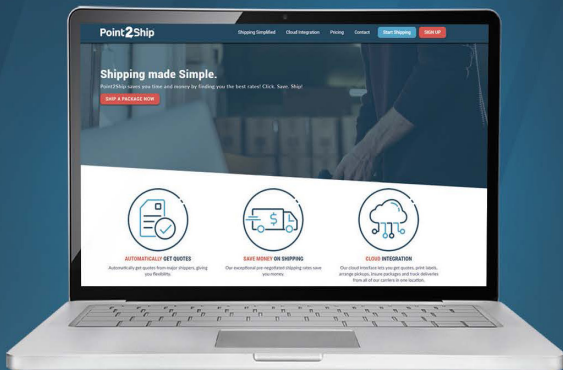
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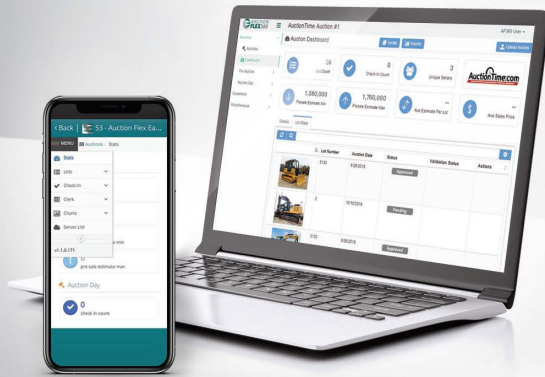


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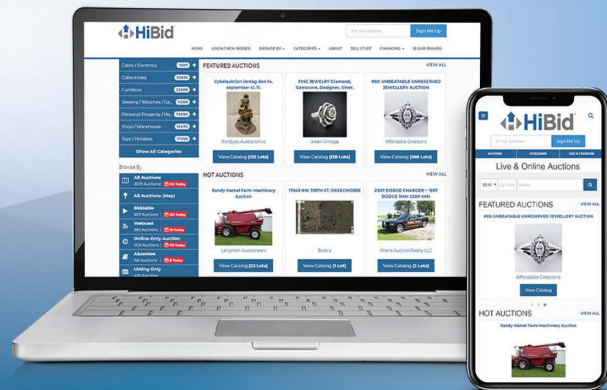
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Main Clerking Grid | Passouts/Choice

[LAMP TO DATE](#) | [REVISIONS NEW](#) | Items In Grid 25

Add Auction Item Here

Item #	Seller	Title	Price	Buyer	Quantity	Type	Fee	Taxable?	Main Category	Combine
291					1	ONLINE	YES	NO CATEGORY	Enter item #	ADD ITEM COPY DELETE

Last Item Added/Edited/Deleted

Item #	Seller	Title	Price	Buyer	Quantity	Type	Fee	Revised?	Taxable?	Main Category	Combine
						ONLINE	YES	NO CATEGORY	YES	NO CATEGORY	YES NO SPIN X

Edit Existing Item

Item #	Revised	Title	Price	Buyer	Quantity	Type	Fee	Seller	Taxable?	Main Category	Combine
1	0.00	Alter Super King	25.00	1008	1	ONLINE	8	2488	YES	ELECTRONIC	YES NO SPIN X
2	0.00	Flat Wheels	30.00	1008	1	ONLINE	9	1276	YES	TOOLS	YES NO SPIN X
3	0.00	Electronics Bender	10.00	8877	1	ONLINE	8	3489	YES	TOOLS/MACHINERY	YES NO SPIN X
4	0.00	Volkswagen Beetle phone	10.00	1075	1	ONLINE	8	3489	YES	OTHER	YES NO SPIN X

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CHAPLAIN'S MESSAGE: SUPPORT OUR VETERANS

Alvin Kaddatz

I was pleased to see recognition at the Super Bowl for our veterans. Several that were 100 years old were recognized. Many of the airlines are recognizing our veterans by allowing them to be the first to board the plane. Our nation can be proud of our veterans. They have served wherever needed to protect our freedoms. They have deployed and left their friends and families.

After their sacrifice, many have problems when they return. I want to ask each of you to say a special prayer today for our veterans. Pray that the ones with mental issues will receive help. Pray that they will not be forgotten. Pray that God will guide them and protect them, especially those with PTSD.

When I was in Washington D.C. for the Values Voters Summit in 2018, a film titled "Indivisible" was shown. The film was about a deployed chaplain who also had problems when he returned.

It showed soldiers who were being deployed getting on the bus as their loved ones waved to them. It brought back memories of Travis being deployed.

This film will help veterans dealing with PTSD & other issues. One of my friends who is a Vietnam Vet, told me he still has problems. He is working with other vets so they can discuss the issues they are having problems with.

In John 15 vs 13, Jesus states: "Greater love hath no man than this, that a man lay down his life for his friends." Jesus gave His life for our salvation. Our veterans served knowing that they were willing to give their life for our nation.

Pictured is our State Senator, Brian Birdwell. Senator Birdwell was in the Pentagon on 9/11 when the plane hit. After many surgeries, he is able to serve our state. You can read his and his wife Mel's book, "Refined by Fire".

If you know of a deployed soldier, send us their address. FCAI sends packages to deployed soldiers.

I attended the National Tractor Parts Dealer Association (NTPDA) Convention in Arizona last month. One of the speakers had worked with the National Auctioneers Association (NAA) on the WayFair Case. In his presentation, he stated that sales less than \$200,000 per year, or less than 100 transactions would be exempt from sales tax in most states. This deals with selling items that are located in another state. If you do not belong to NAA, I would encourage you to join. The NAA is involved in protecting auctioneers' rights at the national level.

The NTPDA also raised funds for St. Jude's. I assisted with the auction.

Prayer Requests:

Ashley D. Harbour- Mt. Pleasant, TX
 Bob Mitchell- Terrell, TX
 Brenda Kaddatz- Hillsboro, TX
 Charlie Coleman- Corpus Christi, TX
 Cindy Kaplan- Plano, TX
 Pam Hall (*Dana Burgess' Mom*)-
 Graham, TX
 Dena Alderman- Taylor, TX
 Joshua Rush- Waller, TX
 Kyle Mitchell- Terrell, TX
 Pat & Henry Storey- Early, TX
 Deborah Mayer- Lincoln, TX
 Yvonne Jones- Chicago, IL
 Renee Jones- Chicago, IL
 Janet Autry- San Antonio, TX
 Virgil Warren- Weatherford, TX



Senator Brian Birdwell

Soldiers:

Melissa Cloughly
 Evan Peasley
 David R. Taylor
 Corporal Blake Royston



People who've passed or lost loved ones that have gone to be with the Lord:

Albert Hampel (*Carla Swenson's Dad*)-
 1/9/2020
 Greg Shattuck- Austin, TX
 Linda Owen- Sherman, TX
 Stephanie (*Steve Kaplan's Niece*)-
 Plano, TX

Praise Reports:

Mike Jones- health

Titus Wood (*Dustin Wood's Son*)- health
 From Dustin: "Thank you for the care package you sent when my son was in the hospital. Your love, prayers, & support meant so much to our family. Our little guy is out of the hospital & growing like a weed. Thank you for praying for us. Blessings, Dustin Wood & Family"

Levi Meier- Ennis, TX ATV accident

FCAI- motion passed that the business meeting will be opened with a prayer at NAA Conference & Show.

America's Auction Academy supports FCAI at each auction school.

A special Thank You to Mike Jones and Lori Jones, and the students. The next auction school will be MAY 29, 2020 – JUNE 5, 2020.

TDLR:

I recently had to deal with a complaint at TDLR. The complaint was resolved. Todd Kercheval assisted me.

continued on page 12

Texas Auctioneers Association VALUES YOU!

Take advantage of YOUR member benefits!



Members may receive prepaid discounts of 20% for 6 months & 25% for 12 months. Visit www.constantcontact.com/signup.jsp?pn+taa. If you already have a Constant Contact account, email: partnersupport@constantcontact.com and provide current username and ask to move under 'TAA Partnership' for discounted rate.

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Helping our members achieve their dreams! HGAFundraising.com offers a 25% discount off vacation travel packages, to anyone that is a member of TAA. Contact Trevor Nelson at: trevor@hgafundraising.com or by phone at 530.339.2483.



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Reservations may also be made by contacting your Travel Management Company and providing the appropriate code and any coupon number when booking. Already have a Preferred Account? Make sure you always get low corporate rates by inserting your discount codes into your Preferred Account. Just log in and enter your number in the Travel Preferences section.



TCNA's network, exCAP ads price is \$200 per ad - a 20% discount over normal prices. Additional words are dicounted to \$8 each. TexCap currently has almost 100 newspapers and approximately 3 million circulations. Contact TCNA @ Douglas Fry, 104 Westland Drive, Columbia, TN 38401. P: 931-698-4096, F: 888-450-8329, E: douglas@tcnatoday.com.



TAA Members receive a discount on shipping. Go to www.savewithups.com/taa/. Up to 32% on UPS Next Day Air. Up to 14% on UPS Ground Commerical services. Up to 9% on UPS Ground Residential services.

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PROFESSIONAL LIABILITY vs. General Liability

By: Heath Groves, Program Insurance Group

Did you know there is a coverage difference between Professional Liability and General Liability insurance? Carrying one without the other could leave your business open to potential uncovered exposures and claims.

Professional Liability, also known as Errors and Omissions, provides coverage for actual or alleged damage arising from the rendering, or not rendering, of your business's services. This type of insurance is related to the service or services you perform as a business. It can protect against claims for a professional mistake, an opinion or recommendation offered by an employee, services not meeting a customer's standards, or negligence in performing a service. Professional Liability is generally related to financial loss.

One of the main ways General Liability protects a business owner is from claims against a customer suffering bodily injury while on the premises or damage to property arising from your business operations. Slip and falls are

common claims that trigger the General Liability policy. It also provides coverage for property damage, reputational harm, advertising errors and medical payments to third parties. General Liability protects against physical injury or damages.

Both insurance policies protect a business against liability claims, the difference is the type of liability involved.

For questions, comments or a free review of your current insurance policy, you can contact Heath Groves at Program Insurance Group. We are proud to be listed as the preferred insurance provider for the Texas Auctioneers Association.



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We want to thank the Texas Auctioneers Association legislative committee for their hard work and dedication to Texas auctioneers and the auction industry.

For continued support of our political action committee (AUC PAC), please use the form below.

Texas Auctioneers Association Political Action Committee CONTRIBUTION FORM

FULL NAME		OCCUPATION		TODAY'S DATE	
ADDRESS		CITY		STATE	ZIP
PHONE		EMAIL			

AUC-PAC CONTRIBUTION	DONATION AMOUNT	
<input type="checkbox"/> Corporate Donation	Total: \$ _____	
<input type="checkbox"/> Personal Donation	Total: \$ _____	

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surf's up

MEMBER SPOTLIGHT: Patrick 'Doc' Breen

Professional Association of Therapeutic Horsemanship, International announces Veterinarian of the Year for 2019!

Dr. Patrick Breen

Region 8, ROCK (Ride On Center for Kids), Georgetown, TX

The PATH, International, Veterinarian of the year was awarded to Dr. Patrick Breen on November 9, at the PATH, Intl, annual meeting in Denver Colorado.

Veterinarians are a vital part of any center's team. But some go beyond and become part of the family. Dr. Patrick Breen, who has been with ROCK for more than 18 years, is just such a veterinarian.

He has treated horses, donated, side-walked, horse-handled, and invested in healing for all: participants including his daughter-, staff, volunteers and horses. He is a guest lecturer in EAAT class at Texas A&M University, helping to educate future generations about the importance of the horse-human connection. He serves on the Board of Directors, currently as Vice President. AND he even volunteers as ROCK's official auctioneer, raising money at events.

He has countless times guided and directed decisions for the best care of not only the equine partners but also the center. For example, a dog was donated to the center that had a tumor and heartworms. Dr. Breen saw the value this dog would have for the program and so performed surgery and all care to treat the heartworms.

Recently, he created a magnetic board to re-create the trail pattern for one of the riders who is blind. This allowed her to understand the trail pattern before getting on the horse and entering the arena.

A member of ROCK said, "Most would never know all the behind the scenes work, care, and love Dr. Breen puts in to all our two- and four-legged patients. I cannot say enough about what he has done for our center and the industry as a whole."

Congratulations, Dr. Breen, thank you for your compassion and dedication.



President Update

continued from page 2

These and the required continuing education classes will add, once again, those components to assist in becoming a "Professional".

If you have children or grandchildren interested in applying for the TAA Scholastic Scholarship, offering assistance for upper education, please have

those applications in by April 1, 2020, for review and selection. Once again the Jim Sample Endowment Scholarship will also be available for people interested in attending the American Auction Academy. This is a generous gesture given by Board Member and Past State Champion, Trey Galloway giving someone the opportunity to attend auction school. The applications are available online

at www.texasauctioneers.org and are due by April 1, 2020.

2019 was a great year for the Texas Auctioneers Association once again, and 2020 is looking great adding tremendous value to be a member of this association. Make sure your dues are current and get your registrations in for convention. Hope to see everyone in San Marcos!

Chaplain's Message

continued from page 7

If you need assistance with a matter at TDLR, you can contact myself or Todd.

Please renew your FCAI membership if you haven't renewed.

"But thanks be to God, which giveth us the victory through our Lord Jesus Christ." 1 Corinthians 15:57

"Be strong and courageous, do not be terrified, do not be discouraged, for the Lord your God will be with you wherever you go." – Joshua 1:19

If you would like to be on the FCAI email list, send your email address. Check our website or Facebook for praise reports, prayer requests, thank you notes, and obituaries. You can

send contributions to FCAI, visit our website, or call 254-582-3000 with a credit card. Our address is: 535 HCR 4223, Hillsboro, TX 76645 For online donations please visit: www.fcai.org All donations are tax deductible.

May God bless you,
Alvin Kaddatz



Convention Highlights

- GRET TOPICS
- MEALS INCLUDED
- ENTER TO COMPETE
- PRESIDENT'S LUAU

AUCTIONEER CHAMPION CONTESTS

- State Champion Auctioneer
- Rookie Champion Auctioneer
- State Champion Ringman
- Senior Champion Auctioneer
- Team (Auctioneer/Ringman) Champion

CERTIFIED AUCTION PROFESSIONAL (TCAP)

Certification courses - held May 14th only

- Business Fundamentals Intensive
- Marketing At All Angles
- Operations and Logistics

HOTEL DEADLINE - APRIL 5

- Contact the Embassy Suites, San Marcos
- Ask for the TAA Convention Room Rate

Register Today!

Early bird rate only **\$220** through Feb 29. Save **\$55** off the full registration!

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TAA Board of Directors Eligibility

TAA Bylaws Article VI, Section 2

2. Election and Term of Office. The elective officers of the non-profit Association, except the President and Immediate Past President, shall be elected annually by the members, immediately before the election of the Directors. The President-Elect shall become the President of the Association the year following his election as President-Elect. The President shall become the Immediate Past President of the Association the year following his term as President. No elected officer shall service more than two consecutive terms in the same office except the **Secretary/Treasurer** which shall have no term limits. Officers of the Association shall be elected for terms of One (1) year and by such election shall be elected members of the Board of Directors for the same term. Each officer shall hold office until his successor shall have been duly elected and shall have qualified or until his death or until he shall resign or shall have been removed in the manner hereinafter provided. No elected officer shall serve more than Two (2) consecutive terms in the same office. **6/10/00**

(a) **Eligibility.** Nominees for the Offices of President, President-Elect or 1st Vice President and 2nd Vice President must have been a Texas Licensed Auctioneer for Two (2) years and must have completed a minimum of Two (2) years as Director of the TAA. Nominees for the office of Secretary/Treasurer must have been a Texas Licensed Auctioneer for Two (2) years and must have completed a minimum of Two (2) years as a Director of the TAA or previously served in the capacity of Secretary/Treasurer for the TAA. Nominees for Director must have been a Texas Licensed Auctioneer for Two (2) years and attended Two (2) consecutive TAA Conventions prior to year of nomination. Eligibility of all nominees will be verified by the Executive Director. **Revised 6/17/06/ 6/16/12**

(b) **Elections.** At the annual business meeting, the President shall call out and post the final list of candidates and the offices they seek. In addition, nominations from the floor may be presented at the annual convention meeting provided that the candidate's eligibility to serve has been verified by the Executive Director. The President shall then call for a vote by the membership for each candidate. **Revised 6/16/12**



OFFICER and DIRECTOR NOMINATION FORM

Each nominee must provide a letter pledging the following: intent to serve, ability to serve, and acknowledge of financial, time and travel commitments involved. Attendance is required at board meetings normally held on Sundays (minimum 4 times per year but averages 6). Articles & committee tasks also required.

FULL NAME: _____

ADDRESS: _____

CITY, STATE, ZIP: _____

PHONE: _____ EMAIL: _____

POSITION SOUGHT: President Elect 1st Vice President 2nd Vice President Director

QUALIFICATIONS

How long have you been an Auctioneer: _____ How long have you been TAA Member: _____

How many TAA Conventions have you Attended (list years): _____

Professional Designations: _____

Other TAA Offices held and Committees Chaired: _____

Other Offices held Community/Civic Organization: _____

Additional Qualifications: _____

If elected to the TAA Board of Directors my goals for the association are:

Signed: _____ Date: _____

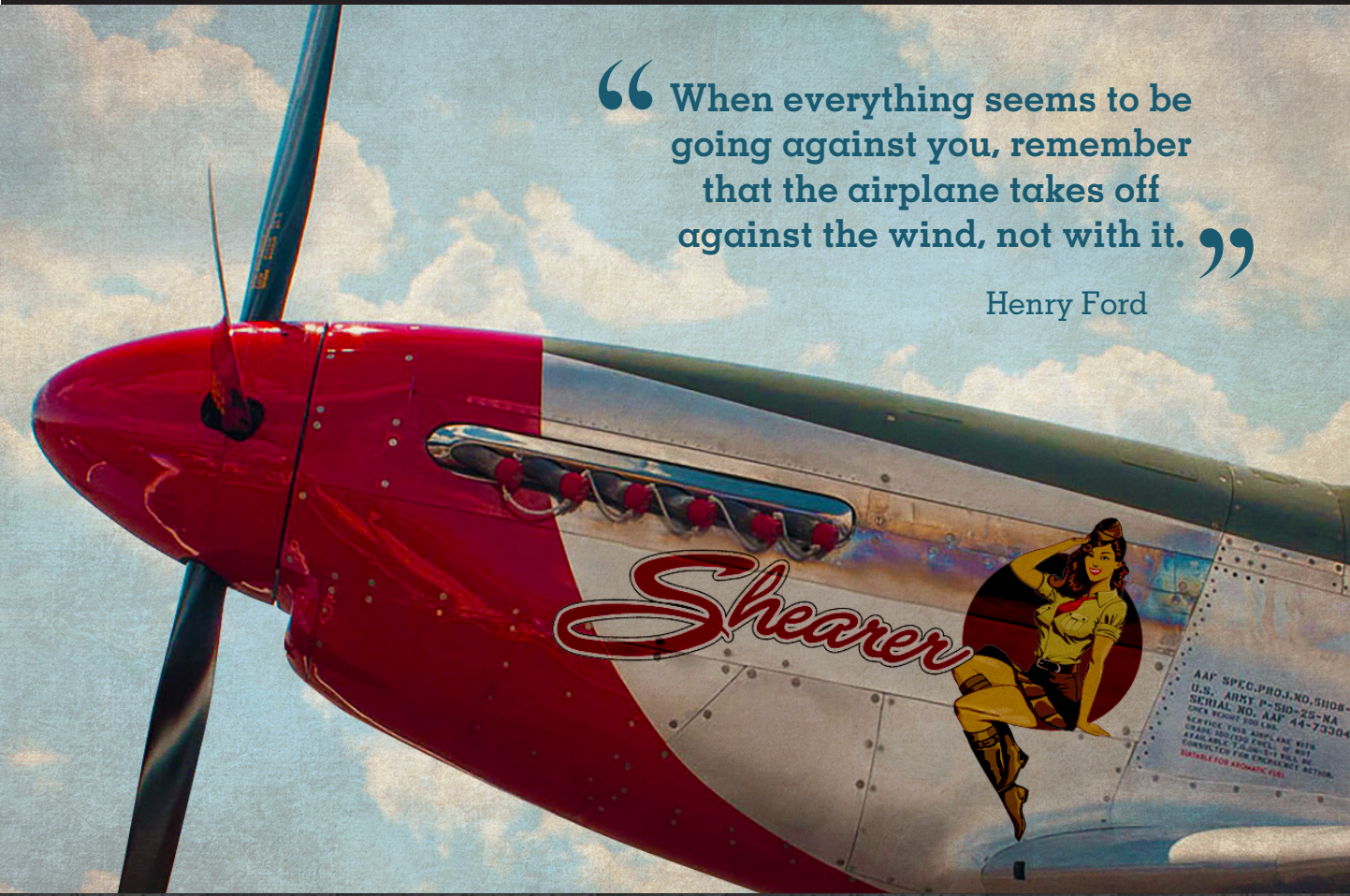
Note: Board of Directors are encouraged to attend important Association events, such as Legislative Day in odd years, meet-ups, Annual Convention, Lone Star Open Event, Newsletter and eBlast communications and Texas Scottish Rite Children's Hospital event.

RETURN TO: TAA, 201 Stillwater, Ste 8, Wimberley, TX 78676
Email: taa.execdir@gmail.com or info@texasauctioneers.org

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“ When everything seems to be going against you, remember that the airplane takes off against the wind, not with it. ”

Henry Ford



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Inserts: 2020 Convention & Champion Contest
Registration Brochure



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TOP BUSINESS LEADERS**



Congratulations

JANUARY 2020 GRADUATES!

(Bottom to Top — L to R) (Row 1 Sitting) Scott Swenson, Austin, TX Instructor; Maile Masada, Makawao, HI; Natalie Dietz, Katy, TX; Lorraine Bice, Jefferson, TX; Katy Vine, Austin, TX; Shannon Mays, MO, Instructor (Row 2) Mike Jones, School Director, Dallas, TX; Tyler Bell, Anderson, TX; Emmitt Kindle, Canton, TX; Robin Roquemore, Alvin, TX; Aaron Owens, Oklahoma City, OK; Van Richardson, Troup, TX; Ronald Coggin II, Jacksonville, FL; Lori Jones, School Administrator, Dallas, TX (Row 3) Blaze Simonson, Carey, OK; Gary Moore, San Antonio, TX; David Skidmore, Friendswood, TX; John Montgomery, Lillian, TX; Dawson Cowen, San Angelo, TX; Cliff Brister, Colfax, LA

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