

New York Beef Producers' Association Council Meeting Minutes

January 20, 2019

Double Tree Hotel, East Syracuse, New York

Revised Minutes

Present: Phil Trowbridge, John Kriese, Ted Card, Kathi Wagner, Julie Murphy, Doug Giles, Barb Benjamin, Craig Southworth, Tyler Strub, Tim Pallokat, Mike Baker, Amanda Dackowsky, Kevin Jablonski, Peter Lehning.

Meeting was called to order by President Phil Trowbridge at 9:02 a.m.

A quorum was established.

Tim Pallokat made a motion to approve the agenda as submitted, seconded by Craig Southworth, passed.

Ted Card made a motion to accept the minutes as submitted from the November 10, 2018 council meeting, seconded by Barb Benjamin, passed.

Treasurer's Report Kathi Wagner reviewed the Financial Report as provided at the annual meeting as well as the year-to-date financial breakdown. Kathi asked for any questions on the Financial Report as presented. A copy of the report is included with these minutes. Motion made by Craig Southworth to accept the Treasurer's report, seconded by John Kriese, passed. John Kriese made a comment regarding the Finance Committee, and the need for the committee to play an active role this year. Discussion was held; Kathi shared updates on her work with Farm Credit East. Peter Lehning inquired as to membership dues, and at what point the council may increase them following approval of the by-law change Friday night. Discussion was held. Phil Trowbridge also commented on the Allied Program (and sponsorships in general for the newsletter and directory). Discussion was held; several comments shared regarding the newsletter and cost-savings with digital distribution.

Advisor's Report Mike Baker reported same report as Friday at the annual meeting. Shared that he informally polled this year's attendees, many who shared they really enjoyed the conference programming.

President's Report Phil Trowbridge is encouraging the council members to get a little non-conventional in their thoughts regarding the annual conference, advertising, etc. and to get creative in working with our members and recruiting new members and sponsors.

Executive Secretary's Report Kathi Wagner shared on behalf of Brenda Bippert that there were several pieces of correspondence. All correspondence was read: thank you from junior member Jessica Engel for supporting her travel; Beef Farmers of Ontario announcing their upcoming meeting; Embassy Suites had reached out regarding hosting our conference next year; email from Karen and Paul Glenister regarding the Supreme Show at NY State Fair; notification regarding the R-calf lawsuit; request for proposals from Stockmanship and Stewardship with NCBA and Merck Animal Health. Kathi distributed Regional Talking Points for the council members. Mike Baker inquired if we send out notices regarding our Annual Conference to surrounding states and Canada; discussion was held.

NY Junior BPA Report (no junior member in attendance)

Beef Council Report Peter Lehning commented that NY Beef Council is embracing change and really active on social media, so connect with them.

BQA Report Mike Baker will be sharing the results of a research project soon; and will be providing a list to regions for speaking topics based on the results. He also congratulated Ted Card as this year's BQA recipient.

Herd Builder Sale Report Phil Trowbridge is looking to expand the sale; it continues to do well. Mike Baker recommends that any two-year-old or older cow should be tested for Johne's Disease; discussion held regarding protocols and potential revised layouts of paddocks at the sale.

Empire Farm Days Report John Kriese shared an appreciation for the new building. We will have lights and electrical outlets installed as well as a stainless-steel table (via donation). He shared that we are looking to spend some of the remaining funds to purchase "hot boxes" and other serving equipment. John also shared that the live animal tent is not making money for us in terms of space rental to cover the cost of tent and space rental. John also requested volunteers in lieu of paying others to help serve food and work in our booth. Phil Trowbridge inquired if there is a plaque recognizing the sponsors of the building; he recommends the association create a recognition plaque with the list of names. Phil shared that we need to evaluate the use of the live tent; the rental of the space and the tent, and to whom we offer the space rental.

Regional Reports Barb Benjamin (Region 4) shared that Multimin came to their last meeting for a presentation, March 23rd is their upcoming annual meeting in Belmont. Ted Card shared that he invited Amanda Dackowsky to attend as a visitor, in the hopes that she become his co-chair this year (Region 2).

Old Business

2019 Annual Meeting, Winter Conference, and Trade Show Phil Trowbridge shared that he felt the conference went really well. Discussion was held regarding attendees, cancellations, refunds, and working with the hotel regarding our agreement.

2019 NCBA Annual Conference Phil Trowbridge shared that Brenda and Warren Bippert will no longer be able to attend the conference in New Orleans, LA. We are looking into transferring our registration and hotel costs to support Tom Miller to attend on behalf of the association.

WNY Farm Show Ted Card shared they will be selling hot beef sundaes and are looking for volunteers.

NY Farm Show Tim Pallokat shared he will be reaching out to breed associations to bring cattle, possibly modify the display from a rail to cattle pens, bedding for the cattle. Discussion was held. John Kriese reported that food projection amounts are underway, possibly lowering our food inventory in anticipation of loss of traffic due to the new building on the fairgrounds.

Supreme Program Kathi Wagner shared that Brenda is working closely with the NY State Fair to review the schedule. John Kriese shared that the NY State Fair has also agreed to pay judges for the Supreme Show. Purina has also agreed to sponsor the Supreme Show again this year.

New Business

Taste of Albany (March 4th, 5-7pm) Kathi Wagner shared that the NY Beef Council will not be able to attend the Taste of Albany this year. Discussion was held regarding if any council members are able to attend, and if our association should have a presence at the Taste of Albany. Phil Trowbridge will be inquiring to members in the Albany region to see if they are able to attend and represent NYBPA.

NCBA Affiliate Dues Kathi Wagner shared that we owe \$3,000 in affiliate dues, and that we received a reimbursement of approximately \$1,100. John Kriese made a motion to pay the \$3,000 invoice to NCBA, Doug Giles seconded, passed.

Environmental Steward Nominee Phil Trowbridge shared that Tim Pallokat was this year's recipient. The submission packet for the National Award was given to Tim; the NY Beef Council has agreed to help in

completing the submission application. John Kriese inquired about transferring room/registration to the Coombe Family for NCBA conference, as they will be in attendance for the National Award this year; discussion was held.

Executive/Chairmen Stipends Kathi Wagner shared that we are looking into reimbursing mileage and/or hotel expenses beginning in 2020. Discussion was held; Ted Card shared he'd prefer as a region chair to receive monetary support for educational programming instead of reimbursing mileage. Discussion was tabled; finance committee needs to review to possibly include in 2020 budget. Tim Pallok commented on moving our council meetings and saving costs on the room and food; discussion was held, reach out to the food bank, sponsors, etc. for other location options.

2019 Yearly Calendar List of upcoming events:

January 31: Deadline for NYBPA membership dues; Deadline for Directory and Newsletter ads

January 30-February 2: NCBA Convention, New Orleans, LA

January 31-February 2: Western NY Farm Show, Hamburg, NY

February 1: Articles due for March/April Newsletter and/or Country Folks

February 9: Region 2 Annual Meeting

February 21-23: NY Farm Show, Syracuse, NY

February 23: NYJBPA meeting, 10am, NY Farm Show, Syracuse, NY

March 1: Articles due for Country Folks

March 4-5: Taste of Albany

March 15: Consignment Deadline - NYBPA Herd Builder Female Sale

April 1: Articles due for May/June Newsletter and/or Country Folks

April 26-28: NYJBPA Spring Preview, Batavia, NY

2019 Council Meeting Dates: March 30, 2019 10am in TBD;
August 7, 2019 4:30pm at Empire Farm Days;
November 9, 2019 10am in TBD

2019 Goals Phil Trowbridge asked attendees what the council's goals should be, recommendations of: sound financial footing; more regional involvement; more involvement/attendees at our annual conference, "family programming" schedule for the weekend, tracking attendees by region to see where we are pulling from across the state and shifting our conference east or west accordingly; increase membership; volunteerism at fundraising events; joining efforts for a coordinated meeting with Farm Bureau, DOT guidelines; routine regional communication from the Executive Board.

Other issues and concerns

Kathi Wagner shared the 2019 federal mileage rate reimbursement of \$0.58 per mile for business use. She also will be processing the electronic transfers for the regional funding. Kathi Wagner also requested to add Ted Card as a signatory and remove John Kriese on the NYBPA bank account. Motion made by Doug Giles, seconded by Kevin Jablonski to modify the signatories as proposed, passed. Ted Card inquired as to updated regional member lists; Julie Murphy shared that she will work with Brenda following the January 31st deadline to provide regional membership counts (adult members and junior members) to each region. John Kriese inquired regarding promoting specific regions to volunteer for specific days at events, or just a general request for volunteers; Phil Trowbridge discussed email blasts and forms/surveys. Phil Trowbridge brought up the potential to establish a stipend for the Treasurer and Secretary; Kathi Wagner shared that the purchase of a laptop computer for official association use is a high priority for the treasurer; discussion held regarding providing the Executive Secretary with a new computer and to give the Treasurer the old one. Peter Lehning made a motion to approve purchasing a computer for Brenda Bippert; motion withdrawn, Finance Committee is requested to review options during their upcoming conference call. Discussion was held, discussed use of

printer for adult and junior association needs. Phil Trowbridge appointed Tim Pallokat, Peter Lehning, and Ted Card to join the Finance Committee.

Next Meeting March 30, 2019 10am in TBD

Tim Pallokat moved to adjourn the meeting, Craig Southworth seconded, passed.
Meeting adjourned at 11:11 a.m.

Respectfully submitted,

Julie Murphy
NYBPA Secretary