

# New York Beef Producers' Association

## Council Meeting Minutes

November 14, 2020 Holiday Inn, 441 Electronics Pkwy, Syracuse, New York

**Present:** Phil Trowbridge, Brenda Bippert, Kathi Wagner, Skip Lear, Dave Wilson, Mike Baker, Ted Card, Peter Lehning, Donna Stone, Amanda Dackowsky, Rich Brown, Tim Pallokat, John Kriese, Sarah Hardy and Barb Benjamin.

Meeting was called to order by President Phil Trowbridge at 10:11 AM.

A quorum was established.

Brenda wants to add to agenda the Survey Monkey results. Phil stated during reports.

Dave Wilson made a motion to accept the minutes as submitted from the July 30, 2020 council meeting, seconded by Amanda Dackowsky. Passed.

**Treasurer's Report** Kathi Wagner stated we are holding our own net revenue \$8502.77. Motion made by Dave Wilson to accept of the Treasurer's report, seconded by Peter Lehning, Passed.

Brenda asked the President if the NY Beef Council could talk before going over the budget.

**Jean O'Toole and Katherine Staiger updated on the NYBC.** Denise Jones stepped down. Missy Ganyelion is helping fill in. Brian Gross- new Social Media person, Ashley Russell new Veal representative. Moved a lot of things around and to social media due to Covid-19. Did virtual Farm tours and more. Updated on R-Calf. Handed out newsletter, e-news and the Drive information. You should receive these if not sign up today. Katherine updated BQA. Nancy Glazier to fill Mike Baker's BQA Chairman. Thank you to our Beef Producers for helping do virtual tours and helping out with Social Media posts. Every week in February we will be sharing Beef Stories. Contact us to get yours. Peter Lehning will be the new Chairman. Still looking for a Livestock marketer person.

Resumed our Treasurer's Report with going over the 2021 Budget line by line.

**Budget 2021** Leave Dues, Newsletter discussed going digital, add line to renewal Peter to work on. Directory discussed skipping for a year do virtual auction for ads- revisit. Raise the Roof-ok. Annual Meeting/Conference- should be virtual- zoom Annual meeting not to be longer than 1 hour. Do an Annual Conference at a later date, zero dollars for 2021. EFD discussed new location, travel, movement of supplies and products. Dave Wilson moved that we do not do food or any animals and do a small display for 2021 only. Amanda Dackowsky seconded. Passed. Get back our deposit then decide what to do for space at the show, suggestions from finance committee. NY Farm Show- No. Skip Lear moved to have no food at NY Farm Show for 2021 only. Barb Benjamin seconded. Passed. WNY Farm Show already cancelled. Supreme Show-leave. Herd Builder Sale-leave. Promotions discussed getting inventory on all clothing now that Brenda has received the Junior clothing back and doing a year end special. Also post hats and prices. Line by line to Scholarship- okay.

**Advisor's Report** Mike Baker stated Empire Board Sale had 300 consigned, 3 lots refused with higher bids had 4 truck load lots prices within 2-3 cents per steer compared to Virginia. A big Thank you to Marty Layden for helping line up buyers and help in general with the sale. This was a yearling sale. Extension doing survey across the state to find out which plants are interested in expanding. Want to have done by March 15, 2021.

**President's Report** Phil Trowbridge stated not a lot going on. Ted did a BQA in his Region. John did virtual too. We need to include educational components in social media if we like it or not. We need to find someone to fill the Executive Secretary position with Brenda stepping down. Rich Brown explained that this position is very important

and not to take lightly. Need to set up a Search Committee of 5 people in the past it has been 2 from NY Beef Council, 2 from NYBPA and Advisor.

**Executive Secretary's Report** Brenda Bippert stated 454 paid members. With CCE's that don't pay we have 467 on mailing list. End of year membership special still in effect, rest of 2020 and all of 2021 for \$50.00.

Correspondences- One - Dues from NY Farm Bureau are due. 2021 is a Directory year the renewal is already on the website. Dues can be paid thru Paypal but please fill out renewal for updated Directory information and mail in. Renewal forms will be sent out in December with the Jr. 2021 Calendar. Watch for an ex-large envelope. The NYBC Promotional Grant was approved for \$8400.00. I have put new for 2021 an area for Farm Tours and Direct Marketers to ask for promotional help doing tours or promotional events at Farmers Markets would like to do 2 farm tours and 1 Direct marketer for 2021. Go forth with the 2020/2021 Photo Contest. Kent Nutrition is stepping up to Sponsor the Contest by giving 7 prizes and will also Judge the photos. On October 4<sup>th</sup> I put in my stepping down/retiring letter to the NYBPA Executive Council as of January 1. I will stay on for a smooth transition. I will not leave the association high and dry. I have posted the position in Country Folks, Angus Angles, Our Newsletter, on the web site, Morning Ag Clips and Facebook. I have received to date 1 voice inquiry but no resumes. Mike Baker added Educational outreach to producers comes from Extension. Don't drop them. Ted Card added get involved with your local CCE people.

**NY Junior BPA Report** Brenda Bippert stated the Two Executive Councils adults and Juniors have been meeting via zoom working on a Junior Zoom Meeting for November 21<sup>st</sup>. Another Executive meeting is scheduled for Tuesday November 17<sup>th</sup>.

**Beef Council Report** Peter Lehning stated nothing additional to what Jean and Katherine had said.

**BQA Report** Mike Baker stated Nancy Glazier will be co-coordinating with Katherine on the BQA Committee. Mike did a lecture part for the North Country BQA and they had 4 sites for chute side. All worked well. SUNY Morrisville next week a virtual BQA. Go to the Beef Council site under Farmers fencepost to BQA section for events and remember recertification is every three years. Mike still doing teaching even if not coordinating it.

**Empire Farm Days Report** Some discussion and voting during Budget part. John Kriese just wants to state Ralph Lott no charge for storage for building and gates one thing he can do as a member of the association. John Kriese moved that the Executive Secretary write a letter to EFD/Lee Publications staff requesting back our \$3700.00 deposit. Dave Wilson Seconded. Passed. All gates and building to stay at Lott's. Kathi stated we should let Brian from Powder River and Bob from Runnings know our decision.

**Herd Builder Sale Report** Decided to go forward for 2021 FLLE on board May 1, 2021. Skip Lear to head Committee and get others to help.

**Supreme Program Report** Decided to go forward as long as we can. Purina had dollars from this year. We did give back money to chair sponsors and need to find ones and a price for 2021.

**Survey Monkey Responses** Went over the eight questions sent out to the membership who have emails on file. Mike Baker stated there are a lot of programs out there to get surveys thru. Will post results on web site.

## **Regional Reports**

Regions 1,3,4,5 and 10 – All reported no report no activity

Region 2- Had a BQA Training October 24<sup>th</sup> had 25 people present. Ted Card reported.

Broke for Lunch at 12:23 PM Resumed Meeting at 12:45 PM

## **Old Business**

**Feeder Calf Sale** Ted Card reported only 1 farm participated and they had to be turned away as they did not complete protocol. This is why we need to simplify the protocol so it is farmer friendly and all can understand a little easier to participate, Ted and Phil to work on this. Hopefully the December sale will be better attended.

**Annual Conferences** Ted Card stated since we discussed already to not do at this time he would like to see more regional educational clinics. Producers want things closer and do not want or can't afford to put out \$500.00 for a weekend. Possibly do 5 of something around the state in 5 different locations. Skip Lear suggested a Jr Show with vendors and sponsors around Syracuse- State Fair or Lott's. John Kriese added, Ted Card does an exceptional job putting on his regional meetings maybe have him help regions put on Regional meetings. Ted says he looks at things that need to be done and does a presentation on it. Rich Brown suggests using the Seneca Falls location for something then maybe finish up with a Beef BBQ. Mike Baker added use CCE Educators that is what they are there for. We need to build on things. Working with all entities to help. Discussion.

**Education/Conference Committee- Ted Card, Barb Benjamin, Dave Wilson, Rich Brown, Skip Lear, Amanda Dackowsky, Kathi Wagner and Mike Baker.**

Phil asked how many members do not vaccinate their cattle? How do we help them market their cattle? Discussion. Bring back to another meeting.

**Spring Preview/Fall Festival Junior Beef Show** John Kriese stated New show being put on by Eastern Group. Why are we separating ourselves? Phil Trowbridge wanted to set record straight. We the NYBPA could not put on shows that we could not open to all our Juniors in the whole state. Not very happy when he seen emails going to the Junior President- Cole Carlson. Discussion. Tim Pallokat brought up the new rule that parents and fitters can help Juniors does not feel this is right. Discussion. Ted Card stated both Executive Boards have been having zoom meetings. Very good communication between both groups. Discussion. Moving forward our NYBPA Junior Shows will have both educational activities and a Junior Beef Show. Kathi suggested we let the Juniors think of educational things to do in a zoom format seemed to like what Dr. Shannon did at Annual Meeting. Right now, they all are computer screened out with virtual learning. Skip asked what about a Youth Advisor? Right now, Executive Committee is the Junior advisor and seems to be working well. Phill added. We are looking into all our options and just for the record no response back from Fonda Fairgrounds at this time.

**Bus Tour** As of now NCBA Convention moved to August 10-12 can look into, as survey showed there is interest. Discuss at next meeting and possible committee.

## **New Business**

**NCBA Marketing Agreement** Brenda read from NCBA 2019-2020 Marketing agreement the awards because we had 111% and suggested Ted Card and Skip Lear for the free tickets offered for the NCBA Convention. Signed a new agreement for 2020-2021.

**Search Committee** Ted Card would like to set up a search committee for the Executive Secretary position. 1 person from NY Beef Council either Jean or Katherine. 3 from NYBPA-President- Phil/Ted, Vice President- Ted/Skip and Gloria Lear and 1 from Cornell- Mike Baker. These will look into the position, an application and time frame for interviews, etc.

**Nomination Committee/2020 Year End Awards** Brenda stated we will meet after this meeting.

## **Other Issues and Concerns**

\*Advisor Position

\*Fundraisers with so many events being cancelled really need to think of some different fund raisers.

Daily Number calendars, Meat raffle, Finance Committee to pursue Meat Raffle or Meat Raffle with freezer.

\*Zoom Meeting for Annual NYBPA Membership Meeting- set for Friday, January 22, 2021 at 6 :00 PM. Possibly do Junior Online Semen/Embryo sale Saturday January 23 and their Annual Meeting.

\*2021 NYBPA Slate of Officers at this time-

President- Ted Card

Vice President- Skip Lear

Treasurer- Kathi Wagner

Secretary-

**Next meeting** February 2021 after NYBPA Annual Meeting in January 2021

Nomination Committee to meet after the Council Meeting.

Dave Wilson moved to adjourn the meeting, Skip Lear seconded, passed. Meeting adjourned at 2:14 PM

Respectfully submitted,

Brenda Bippert

NYBPA Executive Secretary