

# New York Beef Producers' Association Council Meeting Minutes

February 9, 2020

Embassy Suites Hotel, Syracuse, New York

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

Meeting was called to order by President Phil Trowbridge at 9:03 a.m.

A quorum was established.

Amanda Dackowsky made a motion to approve the agenda as submitted, seconded by Tyler Strub, passed.

Tim Pallokat made a motion to accept the minutes as submitted from the November 9, 2019 council meeting, seconded by Barb Benjamin, passed.

**Treasurer's Report** Kathi Wagner reviewed the Financial Report as provided at the annual meeting. Kathi asked for any questions on the Financial Report as presented. A copy of the report is included with these minutes. Peter Lehning inquired about the newsletter costs, discussion was held. Motion made by Doug Giles to accept the Treasurer's report, seconded by Tyler Strub, passed.

**Advisor's Report** Mike Baker had no additions to Friday night's report.

**President's Report** Phil Trowbridge had no additions to Friday night's report. He shared that with the transition in leadership to the adult association (with no junior directors anymore), we will all need to step up to support the juniors.

**Executive Secretary's Report** Brenda Bippert shared that there were several pieces of correspondence. All correspondence was read: thank you for sponsoring the NY National Skill-a-thon Team; Jean O'Toole (NY Beef Council) asked for recommendation, as their by-laws require a commercial and a seedstock representative specifically; NCBA Affiliate Dues; Taste of Albany is March 2, 2020 if anyone is interested in attending; Empire Farm Days, everything is staying the same from last year; Empire State Beef Classic is asking for sponsorships; new award (Sand County Foundation's Leopold Conservation Award Program) in NY for environmental stewardship has been established; Fulton-Montgomery 4-H Earn-an-Animal youth program is asking for support; IRS standard mileage rate is 57.5 cents per mile for 2020; there is an offer to purchase our Priefert Chute. Discussion was held regarding the sale of the Priefert Chute. Peter Lehning made a motion that we sell the chute for \$1,500.00, seconded by Kevin Jablonski, passed. As to the NY Beef Council question regarding their by-laws, we recommend changing the wording to "two member representatives."

**NY Junior BPA Report** Cole Carlson shared that they elected new officers: President Cole Carlson, Vice-President Evie Groom, Secretary Daisy Trowbridge, Treasurer Nathan Reynolds, Daisy will be Interim Reporter in the Secretary role, Council Representative is vacant; Spring Preview dates, need ideas for awards; Empire Farm Days; Fall Festival. Semen Auction yesterday raised \$11,245. Discussion was held regarding the Incentive Points Program, the juniors had voted to keep it the same for this year, further discussion was held clarifying the incentive points and annual awards.

**Beef Council Report** Peter Lehning had no additions to Friday night's report.

**BQA Report** Mike Baker had no additions to Friday night's report.

**Herd Builder Sale Report** Phil shared the sale is being held on May 2, no additions to Friday night's report.

**Empire Farm Days Report** John Kriese shared that everything is status quo, Jimmy Smith is on board to help with food, working to make it a successful event again this year.

**Regional Reports** Sarah Hardy (Region 10) shared they had cancelled their previously scheduled meeting. Discussion was held about communication within a region vs. with neighboring regions. Barb Benjamin (Region 4) has scheduled their annual meeting for March 28 with MultiMin and new Southwestern CCE team as guest speakers, another meeting is being scheduled for March 17 (more info will be posted on website once finalized).

### **Old Business**

**2020 Annual Meeting, Winter Conference, and Trade Show** Brenda Bippert spoke about many informal accolades for this year's conference; inquired about scheduling the conference at the same location again; discussion was held regarding the timing of the conference; recommendation from council to check for availability at the same hotel for January 22-24, 2021. Discussion was held regarding the cost of the program and hotel rooms, informal feedback is that people have been happy with the venue, Brenda shared that we have not received our final bill yet. Brenda inquired how the schedule/timing was (starting at 9:30am), discussion was held; also shared that it was a big hit to invite the vendors to come in and speak Saturday morning. Mike Baker asked about attendance, Brenda reported that it was down this year. John Kriese asked Mike Baker if he plans to help in the coordination of the annual conference despite his upcoming retirement, Mike shared that he'd be willing to stay involved but hopes his replacement will also participate in the planning of the programming, discussion was held. Peter Lehning inquired if the NYBPA should submit something to Cornell regarding Mike Baker's position, Mike recommends waiting until more details are figured out.

**WNY Farm Show** Ted Card wanted to share that attendance seems to be dropping, sold just over 200 beef sundaes over the three days; discussion was held about Region 1 & 2 selling beef sundaes moving forward, Brenda shared she felt the NYBPA needs to maintain a presence at the event; many volunteers were there from both regions; there were many additional food vendors at the event.

**NY Farm Show** Tim Pallokat shared that we will only have three animals on display. John Kriese said that food will remain status quo with the same food distributor. Several volunteers have reached out, John will work with Julie to create a digital sign-up form. Mike Baker shared about BQAT trainings.

### **New Business**

**Regional Handbook** Brenda sent them out and recommends that we all look at and review the content annually. Doug Giles noted that the by-laws state that you can only have an officer hold the position "one year with a limit of four consecutive terms;" discussion was held.

**Taste of Albany** March 2, 2020 – let Brenda know ASAP if you are willing to attend.

**NCBA Affiliate Dues** Kathi Wagner shared that we owe \$3,000 in affiliate dues. John Kriese made a motion to pay the \$3,000 invoice to NCBA, Craig Southworth seconded, passed.

**Environmental Stewardship Nominee** Phil Trowbridge shared that S-K Herefords was this year's recipient, as presented Friday night.

**2020 Yearly Schedule** 2020 Council Meeting Dates:

- April 4, 2020 10am at Dairy Farmers of America, East Syracuse, if possible;
- July 30, 2020 4:30pm at Empire Farm Days;
- November 14, 2020 10am at Dairy Farmers of America, East Syracuse, if possible

**2020 Goals** Phil Trowbridge asked for goal ideas; communication needs to be improved. Discussion was held regarding email marketing programs (such as Constant Contact); online survey options. Tim Pallokat made a motion that the Executive Council looks into subscribing to an email marketing program up to \$600 annually, seconded by Peter Lehning, passed. Kathi inquired about putting a portion of the scholarship funds into a CD and getting a better interest rate; John Kriese mentioned the idea of expanding the scholarship requirements to include adult members in furthering their agricultural education, discussion was held, Brenda will research past minutes to determine if something had been previously determined to expand the educational funding and what/who it can support. Phil shared that he'd like to create a unique educational opportunity for the juniors this year; Brenda shared she'd looked into a 4-H camp with leadership programming, fun activities, boys/girls cabins, for the juniors to stay for a two-day program; discussion was held regarding other locations around the state. Peter Lehning shared we should have a goal to increase our attendance at the Annual Conference, discussion was held regarding bringing in a bigger speaker to draw more attendees (Mike Baker recommends Dr. Mitloehner as an option). Tim Pallokat inquired if we are pursuing a sale of champions at the NY State Fair, Brenda shared she is in discussions with the state fair.

### **Other issues and concerns**

Peter Lehning asked about our proposal with Runnings and Powder River for the cattle handling items and advertising contract, Brenda shared she is in close communication with all related parties and working to finalize all details. John Kriese asked, with NCBA in Nashville, if we should send out a survey to see if others in our membership would like to charter a bus and go as a group, discussion was held.

**Next Meeting** April 4, 2020 10am at Dairy Farmers of America, East Syracuse (if the space is available)

Amanda Dackowsky moved to adjourn the meeting, Craig Southworth seconded, passed.

Meeting adjourned at 10:34 a.m.

Respectfully submitted,

Julie Murphy  
NYBPA Secretary