

New York Beef Producers' Association
Council Meeting Minutes
4/06/21 @ 7pm Via Zoom

Present: Ted Card, Skip Lear, Ashley Simmons, Amanda Dackowsky, Kathi Wagner, Brenda Bippert, Doug Giles, Mike Baker, Allison Thomas, Barb Benjamin, Dean Wheeler, Kevin Jablonski, Tim Pallokat, Peter Lehning, Shawn Murphy

1. Meeting was called to order at 7:11pm by President Ted Card.

2. At the start of the meeting a quorum was NOT established and therefore we cannot vote on anything. (A quorum is the "majority of council members." There are 13 regions and 5 officers for a total of 18 voting members. We need 10 voting members for a quorum. The executive secretary, the advisor, the junior association representative and the Beef Council representative are non-voting members and do not count towards quorum). At 7:28pm it was determined that a quorum was established based on the additional regional members that joined the meeting.

3. No change to the agenda.

4. Kevin Jablonski moved to accept the minutes from the February 25th Zoom meeting. Barb Benjamin 2nd. All in favor. Minutes were approved as read.

5. Treasurer's Report- given by Kathi Wagner.

- As of 3/31/21 our total expenditures are \$26,624. Our total revenue is \$59,795 which makes our net revenue \$33,174.00.
- The meat raffle thus far has been a success. To date we have \$9,200 deposited from raffle tickets with another \$4,520 turned in to be deposited. This brings our current ticket sales income to \$13,720. To date our only expense is the freezer which cost \$657.00. We still have the expense of the animal and the processing to incur.
- Membership to date- 387.
- **Credit card processing by Five Star Bank-** Kathi stated that the current credit card company we use is difficult to communicate with. Therefore, she is proposing and has looked into switching to Five Star Bank since they are our banker and we have a good relationship with them. Currently our "no use" fee is \$20/month and with Five Star Bank it will be \$15/month. Five Star also has lower fees/month for other things so this change would be saving us money. Five Star Bank recommends we stay with Square because that has no monthly fee currently (only a fee when you use it). The virtual credit card processing through Five Star can be used anywhere as long as you have WiFi.
- **Remote deposit capture by Five Star Bank-** this would be done using a scanner. We can remotely deposit checks using the scanner and then Kathi can "move" the money to the appropriate account at the bank. They provide 24-hour support. One change would be that you only have 3-4 days to dispute a fee. There is a \$75/month fee for the scanner. Kathi emailed the bank and explained to them that we are a small association. Five Star agreed to give us a scanner with a \$40/month fee instead of the \$75.

Ashley put both proposals to a Zoom vote.

- Vote 1- To change the current credit card transaction platform to Five Star Bank. 100% voted YES.
- Vote 2- To use the check scanner to remotely capture and deposit checks to Five Star Bank. 100% voted YES.

Doug Giles moved to approve the financial report as given. Dean Wheeler seconded. All in favor. Financial report approved as given.

6. Reports

Advisors Report- Given by Mike Baker. A survey was recently sent to packers in NY in light of the concern that producers and farmers are not able to get timely slaughter appointments. There are about 500 custom plants in NY. Cornell was able to reach out to 184 of them. They got responses back from 114. The results highlighted these issues: staffing issues, business planning, ability to increase efficiency, and lack of state resources and help. The other major challenge was labor (the lack of trained labor and reliable labor). It was also noted that it should be made easier to know where custom processors are as the lists that are available are very outdated. They are also working on funding for processors who wish to transition to USDA certification and/or for USDA plants to become more efficient. A white paper with the results of the survey is being written.

President's Report- given by Ted Card. We are doing what we can in the midst of the pandemic.

Executive Secretary's Report- given by Ashley Simmons. We are busy planning and organizing upcoming events.

Jr. Report- sent by Evie Groom and given by Ashley Simmons. Evie was unable to attend the meeting but did say there was nothing to currently report on.

Beef Council Report- given by Peter Lehning. Katherine Staiger has left. They have an intern coming, hopefully starting in May. Her name is Tiffany Ramos. She has a dairy background from Morrisville. The intent is to hire her when her internship is complete in the fall. They will be having another intern this fall. The Best NY Burger competition is back. The NY Beef Checkoff is partnering with Sahlens hot dogs and NASCAR at Watkins Glen for a special opportunity for NY beef and dairy producers. You will be seeing more about this coming this summer. May is beef month. The Beef Council is doing a lot of blogging with dieticians. Next year's budget is in the works. There is a new campaign coming called "Beef Fingers" which the council is partnering with Idaho for.

BQA Report- given by Ted Card. Nancy Glazier is taking over Mike Baker's position. Nancy should be invited to our meetings. She has some upcoming virtual BQA events planned.

Empire Farm Days (EFD)- Our beef booth will be in the "dairy" tent. Ted mentioned we will need people to man the booth and help out during the 3 days. Ashley will send out a schedule so people can start signing up for time slots. We did get our refund back from the 2020 EFD's cancelled event.

Herd Builder Sale- given by Skip Lear. So far, we have about 15 head in the sale. We have some pretty nice cows. Skip and Ashley are working on putting the book together to advertise for the consignors.

7. Region Reports-

- 1- Given by Skip Lear- not much activity.
- 2- Given by Amanda Dackowsky- need to plan an event and meeting soon.
- 3- Given by Allison Thomas- an email was sent out to region to plan an in-person meeting, possibly at Finger Lakes Livestock Exchange. Ted encourages Allison to reach out the area regions to invite those members as well.
- 4- Given by Barb Benjamin- nothing new going on. A survey monkey will be sent out soon to get some ideas for events.
- 5- Given by Tim Pallokat- nothing new; need to plan a new meeting.
- 6- No report
- 7- Given by Dean Wheeler- having a feeder calf grading course at the Lowville sale barn.
- 8- No report
- 9- No report
- 10- No report
- 11- No report
- 12- Given by Kevin Jablonski and Shawn Murphy- things are quiet.
- 13- Given by Doug Giles- there are 2 junior events/shows planned for May/June time. They are going to try to plan an adult meeting at one of these events.

8. Old Business

Jr. Semen Sale & Online Auction- semen auction almost settled. We still have one outstanding lot to be paid (~\$200). The directory pages brought in \$3400, the semen lots \$5,325 and the supreme show chairs \$1000. Kent auctions were very supportive to us. They donated the cost of the online auction and the website services. We will send them a thank you and include recognition to them in the next newsletter.

Meat Raffle- same as previously reported in the treasurer's report. The drawing will take place May 1st at the Herd Builder Sale.

Spring Preview/Fall Festival Jr. Beef Shows- the judges for the preview show are lined up. The awards have been ordered. As far as COVID regulations, we are all set with the state and the county. Genesee County Fair will have a food booth there on the grounds Saturday and Sunday. The juniors voted to have the Fall Festival on October 15-17th.

Empire Farm Days- see previous report

Supreme Show Chairs- Runnings is having trouble coming up with the total number of chairs we need for the year. Runnings was going to sponsor a \$40 chair; they would sponsor \$20 and we would match the other \$20. The shipment of the chair that Runnings decided on isn't due to arrive until July so partnering with Runnings is not an option this year. We need to find a different chair within our budget so we can proceed with getting them. Also, we might need to look into increasing our budget due to increasing costs of chairs. We can assume we need about 40 chairs for the year but the shows do need to request a chair for their show; we do not just send them out. The \$20 budget for the chair only includes the cost of the chair and not the silk screening (this usually costs about \$5-6/chair). Doug Giles will look into the pricing of silk screening with a person he knows.

Junior Advisors- the executive board is still acting as advisors. The job description for the advisor is almost set. We have had at least one serious inquiry of the position.

9. New Business

NCBA Summit- the summit was well received with everyone in attendance including NCBA. Peter gave us an overview of the 2 evening webinars. Colin Woodall's presentation in regards to policy was very informative. There was positive feedback and it increased knowledge of what NCBA does. Brenda reminded us that NCBA is a producer driven association.

Beef Weekend/Jr. event at Lotts- Lotts is willing to let us use their location for an event. The electric needs to be updated so that they don't have to power the entire facility up. We need to throw some ideas out there and come up with an event. It was mentioned that we could do different stations with different topics including a chute-side training. If anyone has any ideas, send them to the executive council members.

Chairman for Beef Day @ NYSF- Allison Thomas said she would be interested in chairing this event. Skip said he would help out also.

R-CALF affiliation- Doug Giles looked into the cost of being an R-CALF affiliation member. The cost is \$500/year. He stated that some people will not join NYBPA because of our membership with NCBA. There is also the US Cattleman's Association which costs \$1/member to join for the year. It was stated that if we are a member of one association, we should be a member of all to encompass all the members of the NYBPA. Ted mentioned that while going through the trailers we found papers that indicated the NCBA/R-CALF affiliation was discussed back in 2005 as well. R-CALF and the NCBA CEO made presentations to the organization then. Dean said R-CALF is willing to talk to us. Much discussion pursued regarding our affiliation with NCBA, R-CALF, and the US Cattleman's Association. Good points were stated. No real decision was made other than the different associations should make their pitch to us in front of the whole association. Further discussion tabled for another meeting.

10. Other Issues and Concerns

50-14 Bill- Doug Giles brought up a Senate bill of concern: the 50-14 bill which proposes packers be required to purchase 50% of their cattle on the spot market and slaughter the animals within 14 days of purchase. It was stated we need to send a letter of support for this bill to our Senators as an association. Ted is going to reach out to Barb at NCBA to get more information on this proposed bill. We need to get both sides of the bill before we make a decision on our support or disapproval of the bill. Ted will get more information for us.

Beef Farm of Distinction- we would like to start a program for our producers (similar to Dairy of Distinction). We need to come up with a list of criteria which would be used to determine the award winners.

Association Historian- we are looking for someone (or 2 people) interested in history that would like to be the association historian. Responsibilities would include going through old newsletters, photos, etc. and organizing, archiving, and maybe showcasing different things. Ashley will put something in the next newsletter. The association is coming up on 75 years!!

Advisor- Dr. Bake is retiring soon. The hope is that someone will replace Mike but we aren't sure when that will happen- it could be a while. The role of the advisor from Cornell University is to inform us what Cornell is doing in regards to beef.

11. Next Meeting Date- TBD but will be at the beef weekend event we are planning.

12. Kevin Jablonski moved to adjourn the meeting. Doug Giles seconded. Meeting adjourned at 9:06pm.

*Respectfully submitted,
Amanda Dackowsky
NYBPA Secretary*

**Meeting minutes corrected 6/1/21 to have Doug Giles listed only once under "Present."