



## NEW YORK BEEF PRODUCERS' ASSOCIATION

10040 HOOKER HILL ROAD PERRYSBURG, NY 14129 (716) 432-9871

Email: nybeef@nybpa.org

website: www.nybpa.org

### Council Meeting Minutes

**Date & Time:** February 3, 2024 at 10:00 am

**Location:** "Simply Homemade", Yellow Tavern Rd, Waterloo, NY

**Present:** Skip Lear, Zack Welker, Brenda Dermody, Amanda Dackowsky, Sarah Hardy, Betsy Hicks, Nancy Glazier, Amy Pyra, Barb Benjamin, Amanda Brown, Rich Blazeski, JoAnne King, Andrew King, Brendan Scoralick, Chelsey Nelson, Joseph Mueller III, Anna King

**Skip Lear called meeting to order at 10:06 am.** A quorum was established. Amanda added Taste of NY reception to new business agenda.

**Approval of previous meeting minutes:** *Zack Welker moved to approve. Second by Richard. All approved, motion carried.*

**Treasurer's Report.** Brenda Dermody, Treasurer, presented the financials. Attachment of Scholarship report from 2015 to present, \$10356.59 income. Amanda needs to bill out yet and some deposits need to come in. \$13,956.59 in scholarship account after all accounted for. Skip asked about depositing money into separate account to collect interest. Brenda to check rates with Tompkins Trust in Geneseo, 8 months was 4 point something in interest. Discussion about 8 months is good for monies for this fund. Discussion on picking Scholarship winners, making the winners be a one-time thing since there are a lot of kids. No cap on number of recipients at current, maybe cap number of recipients – past years have fluctuated and monies have been disbursed which have dropped the scholarship account down in lean years. Amanda brought up forming a scholarship committee to monitor funds, fundraise, and go over applications. Andrew King moved to form a scholarship committee, Rich Blazeski seconded with amendment, committee to work and report back to council meeting. All in favor, none opposed. Andrew agreed to chair committee with caveat to pick committee. *Barb moved to approve Treas. Report. Chelsey seconded. All in favor, motion carried.*

### Reports

**Presidents Report.** Skip thanked all for work at Annual Meeting. Best conference in a while. Feedback seemed to be pretty positive for most part. Next event is Farm Show, needs volunteers to set up and work show. Set up is Wednesday 1-3ish.

**Executive Secretary Report.** Amanda has updated to 264 paid members, more coming in. No updated number for Juniors, passing numbers on to Junior committee.

Amanda thanked and welcomed Betsy for coming on as Secretary.

Meat raffle email going out, tickets coming back in. 4 Cabelas gift cards left over from previous years, Amanda proposes to award some to top sellers or money award to top sellers.

Amanda thanked council for having her go to NCBA meeting. Attended board meeting, region 1 meeting and gave update about what state is doing. Biggest takeaway is that "there are no cows in NY" and that "NY is a city". Commented that NY has a lot of work to do with the country on what NY is. Invited to state exec lunch with exec's from across country, picked policy table to sit at. Hunter from NCBA comment, NY cares about policy and letters of support in DC but it's not showing up in DC conversations. Hunter & Dusty from FL on board to help NY. Ethan Lane says next hurdle is lab grown meat, being served in DC right now (chicken based). Companies trying to push this aren't giving up even though opinion is that it isn't appetizing. NY will see it first because it will wind up in NYC schools. NCBA is working towards making sure labeling is on there that lab grown is on the packaging. Other topic was the Pause Act, which will ban slaughterhouses in Denver (only 1 slaughterhouse in Denver right now), but it is a stepping stone to where activists want to go. Sample vote on ballot in Denver showed that it very well could pass (39 vs 41). Encouraged more people to go, next meeting is in San Antonio. Need people to go to vote and be present for NY. Hunter from NCBA will help NY with policy that is helpful for NY to take a stand on so Amanda can put in the newsletter to help NY producers

be informed. Skip commented on NYBPA needing to have a bigger presence in Albany. Nancy asked if NCBA could help us have policy information, Amanda said NCBA will have people come in person as well as zooms, will reach out to appropriate people in NCBA. NCBA will do a strategic planning zoom with the Board this year. Rich asked how many people should go to NCBA meeting – Amanda said 7 would be great, but at least 3-4 would be really good because three committee meetings at once. Erin Perkins went and did really well with Trailblazers. If we meet rebates, we can get 2 registrations paid. It is a costly trip but worth considering going to represent NY. 2 meetings per year, August (strictly business meeting) and January (meeting and trade show). Amanda passed around paperwork of meetings and resolutions from meetings she attended.

**Cornell Advisor's Report.** Nancy Glazier reported that Governor took out PRO-LIVESTOCK positions from budget. NY Budget is \$4 billion deficit, easy things to cut included the PRO-LIVESTOCK team. Small ruminant position has been filled by Jessica Waltermire. Beef position is still waiting to be filled, has been re-opened for applications until end of February. Tom Overton, Cornell University, hopeful position will be funded moving forward. Swine/poultry position and meat processing/business specialists still hoping to be funded in the future. Funds are there to fund small ruminant position. Faculty position, tenure track on campus will be coming soon.

**NYJBPA Report.** Brendan presented list of points. Great annual meeting w/ Juniors & Amanda Radke, standing room only. Juniors excited for this year, elections and officers ready for this year. Preview show planning, parents & youth excited. Info – hosted at Gen. County fairgrounds in April, judge should be set, Tre Connelly in MO, volunteering his time for judge, will be reimbursed for travel expenses. Discussion on savings for NYJBPA, will share Airbnb for show. Mid-February Showman app will go live for entries. Educational zooms for juniors, bi-monthly, bring in guest speakers that are subject matter experts, will be starting soon. Year is starting well for NYJBPA.

**Beef Council Report.** Joe Mueller – grant approved for Stockmanship & Stewardship event. Region 1 meeting in MI, Beef Council planning to drive, more people can attend. Meat Suite partnership to purchase beef locally. May beef month celebrations – Ashley wants ideas from producers. Discussion around a Wired article on American Farm Bureau and Beef Checkoff – please do not share article on social media, Amanda to share pdf via email. Next NYBC meeting is March, all invited to attend. List of upcoming activities shared. New representative, Kate Morrow is second representative at NYBC board, joining Joe.

**BQA Report.** Nancy Glazier – BQA training in Horseheads March 16, Chemung County. Chrissy & Nancy working on eliminating the need for VCPR for recertification because of directive of VCPR for prescription antibiotics. Will continue the chute side training and education. NY is one of only 2 or 3 other states that require VCPR for level II. Upcoming region meetings – reach out to Nancy or Chrissy for topics if desired. Recertification topics need to be 45 minutes, can work with local educators for meeting education. S&S meeting, first time to host in NE, farms can get Continuing Education credits at this. Asked for help from NYBPA for help at S&S event in October, only week available to reserve at Erie County Fairgrounds. Input for topic (1.5 hour) at S&S event wanted from NYBPA.

**“Beef Farm of Excellence” Award.** Betsy reported 7 winners at Annual Meeting. Will be looking to gain sponsors this year, as well as work towards Social Media presence, with help from Chelsey and Chris Cornelius. Would like each region to have a representative from each region on Committee.

**Meat Raffle.** Amanda gave update. Will be done at Herd Builders sale. Lots of tickets sold. Talked with Ted about offering a list of producers to be available for raffle winners to pick from so NYBPA isn't favoring one producer over another, (NYBPA member & meat processed by USDA). Winner is \$750 value for use from one producer of their choice, to be used within a year of winning raffle, producer that is chosen has the right to say use all at once or keep track with winner. Goal is to promote NYBPA producers and cut expenses for the program. \$750 can go towards a half or whole, dependent on the producer they pick, but producer needs to be NYBPA and USDA processed meat. Amanda is compiling the list, producers need to email Amanda to be on the list. On the day of the drawing, that list will be given to the winners to pick from. Award (Cabela's gift cards) given to highest seller. Discussion to incentive selling raffle tickets, selling tickets incentives producers on the list to sell more.

**Herd Builder Sale.** Skip reported May 4<sup>th</sup> at Can. Stockyards before Trowbridge sale. Looking for consignments, have a couple came in so far. Last year consignment fee is \$50, will remain the same, plus percentage of sale, plus Can. Fee for consignments. Looking to not make a profit, but cover costs. Expenses

were about \$3000, consignment income covers plus some. Goal is to not cost the NYBPA but not make a big profit. Last year there were 27 lots and year before 18-20, good representation of heifers at the sale last year.

**Supreme Show.** Amanda talked about sponsors. Banners last year were \$457, budgeted for \$700. Vest were \$1155, over the \$750. This year is a windbreaker, not a vest, so will be cost savings. Annual conference auctioned off sponsor, Locust Lane Herefords and NY Simmental sponsors this year. American Crop Insurance also will sponsor. Will break even or almost cover expenses. Division sponsors at show will also bring in sponsorship so that helps cover costs. Last year costs were new drapes and piping \$330, won't have that this year. Dinner usually covered by other sponsors. Skip brought up setting up a set amount for sponsorship for Supreme Show, discussion that scholarship donations at Annual Meeting possibly took up some available funds for Supreme Show auction.

**Farm Show.** Amanda talked about needing help, will be at the booth. Brenda, Paul & Karen leading beef sundae booth. Biggest changes is that NY Beef Council and NYBPA will be separating booths so the two are distinct. Also video streamed presentations instead of live speakers from start of show to end of show so people can watch that while eating beef sundaes. Four breeds have committed to tables, Hereford, Angus, Red Angus & Simmental. 3-4 live cows there. Amanda to send out email for volunteers so there is a more detailed list for show.

*Break for lunch at 11:42. Restart at 12:18pm*

## Regional Reports

Discussion around officers in each region, maybe moving towards Chair & Co-Chair, rather than Chair, Secretary & Treasurer. No motions made. Executive meetings are only 4 meetings per year, 3 in person, so not a huge commitment for officers. Currently, only 1 vote per region. 4 year terms for officers.

Discussion around good meetings locally vs no council representation or vice-versa. Regional meetings are helped by County Extension Office getting involved and inviting speakers to come (AI techs, mineral people, Phil Trowbridge, etc). There is a regional handbook that exists but is very outdated. Amanda would like this to be updated so people interested can be aware of duties and positions. Andrew held discussion around getting membership by engaging youth & having youth event at least one time per year in region. Skip talked about kids at shows but parents aren't involved in NYBPA. Discussion about putting in newsletter of what regions provide (eg BQA recerts, educational opportunities) as well as duties of regions so that members know what purpose is. Making sure every region knows which junior members are in their region, too, as well as adult members. Discussion around junior membership alone doesn't get the newsletter, but many juniors do pay the \$50 additional to get the newsletter. Juniors do get emails.

### Region Updates

Region 1 – no updates

Region 2 – Annual meeting 2/17. John Winchell of Alltech coming to talk about mycotoxins. Trying to have monthly meeting, educational opportunity if members want.

Region 3 – Looking at pasture grazing meeting end of March.

Region 4 – March 23<sup>rd</sup> at Alfred State College tentatively. Tour of farm and two invited speakers to talk.

Region 5 – Brenda D has checkbook, will give to Gabby Glenister at Farm Show. Gabby is volunteering to be an officer. Tim Pallokat had a BQA meeting there in November. Gabby has been in conversation with Tim to set up annual meeting.

Region 6 – no updates.

Region 7 – email update. No different from Annual Meeting January 7, Merck presented. New leadership officers.

Region 8/9 – no updates

Region 10 – looking for another chair for region. No meeting set.

Region 11 – working on it

Region 12 – no updates

Region 13 – No annual meeting set, have 2 speakers lined up but need to book site.

Region 14 – vacant at this time

## Old Business

**2024 Annual Meeting & Conference** – Brenda gave financials. \$995.17 loss right now, does not include \$3000 corn grower grant and receivables for \$1400. Should be looking at \$3400 profit. Hotel bill is \$24,228.39. Amanda R's bill, \$4500 of her bill was sponsored. \$1000 on top of NYBPA Amanda bill was paid by NYJBPA for her talk to the juniors.

Brenda also went over Speaker Ratings from evaluations. Most feedback ever gotten, which is required for Corn Growers to get sponsorship money. A lot of positive feedback.

Discussion around vendors and silent auction location – silent auction was stuck behind vendors, vendor space is maxed out. Maybe moving silent auction to main conference room or side room by pool, photo contest and maybe registration too. It is out of the way for registration, but next year see what the cost of the room is for the next year. More Vendor space in hallway if registration and photo contest and silent auction is in vendor room. For annual meeting, registration table can't close because some people only come for dinner, not meeting. Need volunteers to also help with registration table, Amanda needs to request help with table. Meeting ahead of dinner was a positive change. After speaker, return live auction to close out Friday evening to support Junior Scholarship Fund. Silers suggested that Juniors should make something or bring something to auction off so Juniors are participating at fundraising. Discussion if Juniors are coming for Friday night, the meeting needs to have something for the juniors to do.

2025 Annual Meeting information. Amanda reached out for proposals for next year. Price is upped from Doubletree from \$600 to \$1000 for meeting rooms, might be able to drop to \$800. Dates of January 24&25, would need to be out of hotel by 4pm. Discussion of other locations, possibly other cities. Discussion around Turning Stone or Del Lago but because of casino & kids may be difficult, or moving from WNY and ENY swapping years. Location between Waterloo & Utica preferable. Lots of time required to even get quotes from hotels, so Amanda will start at Cicero, Auburn & Turning Stone.

Amanda Radke books showed up. Will sell us them for \$7 if we want them and can sell them for whatever price or ship them back. 135 books total, have interest from groups in purchasing books. ***Rich moved to purchase books and sell for small profit, Anna seconded. All in favor. Motion carried.***

## **New Business**

**NYJBPA** – Zack talked about forming a 3-person advisory committee for NYJBPA. Gives a continuous baseline of knowledge transfer from juniors to NYBPA and back, support system for NYJBPA advisors. Discussion of Trustee position(s) be staggered from Advisors positions so that knowledge transfer can happen on a rolling basis. (New scholarship committee is completely separate from this group.) Members would be separate from executive committee; 1 year, 2 year, 3 year level trustees, can be parents. Advisors will be able to appoint these trustees. Advisors will have recommendations for trustees for March Meeting w/ executive committee.

### **2024 Council Meeting Dates –**

April 13<sup>th</sup>, 2024 at 10 am. Syracuse – “The Barn at Collamer Rd”, 6456 Collamer Rd, East Syracuse

September 10<sup>th</sup>, 2024 at 7pm. Zoom.

November 2<sup>nd</sup>, 2024 at 10am. Simply Homemade, Waterloo

**Taste of NY Reception at 2024 Lobby Days** – March 4, Albany. For no cost, we can have a booth there.

Evening reception, set up a booth and talk to people there. Erin Perkins is interested in helping. Amanda looking for help from the Albany side of the state. Sarah Hardy willing to help, helpful to cook something and have finger foods or beef jerky/snack sticks.

**Other Issues & Concerns** – Rich brought up Policy conversation. Skip invited him to be on NCBA zoom meeting with Policy. Rich wants NYBPA be prepared to talk at Lobby Days. Discussion on forming a Policy Committee, and NYBPA involvement at county level for NY Farm Bureau.

**Next Meeting – April 13<sup>th</sup> 2024, 10am in East Syracuse.**

**Adjourn – Andrew moved to adjourn meeting at 2:24pm. Seconded by Rich. All in favor. Motion carried.**

Respectfully submitted by:

*Betsy Hicks, NYBPA Secretary*