

1 \$1,637 YTD profit, compared to the budgeted profit of \$1,205. One of the positive areas in
2 October was a strong showing in membership revenue. October membership revenue of \$9,340
3 was \$5,275 above budget, and helped close the YTD membership revenue deficit. A motion was
4 made by Dick Gehring to approve the year to date financial report, as presented. Said motion was
5 seconded by Bill Edwards, and carried.

6 Mr. Carter reviewed the first draft of the 2014 three-month budget with the board.
7 The draft budget has been distributed to the Finance Committee, but the committee has not had a
8 meeting to review the document. The draft budget projects net projected results of \$31,550, which
9 is \$3,494 below the results for 2013. The budget includes \$3,500 for an outside financial review.
10 The financial review will be especially important because accounting functions will be going
11 through a transition because of the death of the NBA accountant, Rich Zahringer. Discussion was
12 held. No action was taken. The budget will formally be presented and adopted at the January board
13 meetings.

14 Mr. Carter reported that he issued two requests for proposals for an outside financial
15 review of our 2013 performance. This will be the first step in conducting an outside audit of our
16 2014 financials. Both firms have responded. The Finance Committee will review the proposals at
17 its next meeting.

18 Chairman Flocchini reported that the Executive Committee had circulated a slate of
19 candidates for the officers' positions for 2014. That slate includes Bruce Anderson of South
20 Dakota as president, Roy Liedtke of Texas as vice president, and Jason Moore of Indiana as
21 secretary-treasurer. The proposed slate was distributed to the board for a vote via email, and was
22 approved. Mr. Flocchini noted that, if Mr. Liedtke and Mr. Moore are elected as officers, there
23 will be a vacancy for Director at Large, and for the director in District VI. The Director at Large
24 will be elected at the Winter Conference. The director for District VI will be appointed by the
25 board.

26 Also, Dave Carter reported that Beverly Brown had contacted Troy Bivens. Mr. Bivens is
27 making a steady recovery from the on-farm accident suffered in October.

28 Jim Matheson provided a report on the Winter Conference planning. He noted that the
29 Planning Committee met on December 10th, and has largely completed the agenda and activities
30 for the 2014 Winter Conference January 22-25 in Denver. Former Secretary of Interior Ken
31 Salazar has agreed to address the members on Friday morning. Secretary Salazar will follow Dr.

1 David Kohl of Virginia Tech University on the Friday agenda. Todd Wilkinson, the author of the
2 book *Ted's Last Stand*, will speak at the opening session on Thursday. Mr. Carter reported that he
3 met with the leaders of the Colorado Culinary Academy to explore the potential for a chef's
4 demonstration at the Thursday noon luncheon. Mr. Matheson has been working to gather
5 sponsorships for the conference, and to promote conference registration. He also reported that
6 approximately 100 people are registered for the conference as of the board meeting.

7 Jim Matheson reported on Summer Conference planning. The hotel contract is signed but
8 the major work on planning the agenda will begin following Winter Conference.

9 Roy Liedtke provided a report on the Membership Committee. He noted that Attachment C
10 of the board packet shows that we have 1,026 members in the NBA as of December 6th. This is
11 nearly identical to our membership level of 1,031 at the start of this year. The Membership
12 Committee met on December 8 to discuss projects to increase membership. Mr. Liedtke and Mr.
13 Matheson are working with State/Regional Associations to obtain membership lists for the
14 purpose of developing a campaign to encourage those State/Regional members to be a part of the
15 National Bison Association.

16 Mr. Liedtke also reported that the NBA is actively working to implement the FFA Student
17 Group Membership program. He called on Mr. Carter to review the database of FFA chapters
18 seeking sponsors to participate in the Student Group Membership program. That database was
19 distributed as Attachment D with the board packets.

20 Mr. Liedtke mentioned that one of the members of the Membership Committee represents
21 a zoo with bison, and is willing to assist in getting zoos involved as Friends of the Buffalo.

22 The Chair called on Robert Stirling for a report of the Commercial Marketers' Committee.
23 Mr. Stirling reported that the NBA has completed tabulating the results of the bi-annual
24 Commercial Marketers' Survey conducted in late November. Seventy three percent of the
25 marketers responding said that they feel that supply and demand is roughly in balance. Nine
26 percent are continuing to short customers, while 18 percent are seeing a minor buildup in
27 inventory. The marketers also feel that long term bull carcass prices above \$3.50 are sustainable.
28 Mr. Carter reported that two marketers suggested that the NBA could perhaps play an expanded
29 role in serving as a clearinghouse for information regarding inventory availability. Some
30 marketers are already utilizing the NBA Trading Board for that purpose. Jim Matheson discussed
31 some of the additional methods that the NBA is using to promote items on the Trading Board.

1 Mr. Stirling encouraged board members to provide him with any ideas or agenda items for
2 the Commercial Marketers' meeting at the NBA Winter Conference.

3 Jim Matheson provided a report on the State/Regional Committee. Mr. Matheson reported
4 that the committee has not had a meeting since the October meeting. He said that it looked as
5 though two State/Regional Associations will possibly volunteer to host the Hospitality Room at
6 Winter Conference.

7 Boyd Meyer provided a report from the Gold Trophy Show and Sale Committee. He
8 reported that everything is on schedule for the show and sale, but that consignments are lacking.
9 He is working with Mr. Matheson to contact potential consignors.

10 Peter Cook suggested that the National Bison Association could perhaps conduct some
11 type of calf auction to generate funds for the Ranchers' Relief Fund that has been established to
12 assist South Dakota cattle producers who suffered losses in the October blizzard. Discussion was
13 held. Consensus was expressed to facilitate a program in which willing members would donate a
14 calf to raise money for the Ranchers' Relief Fund. Bruce Anderson mentioned that the auctioneers
15 may waive their commission on any animals sold for that purpose. Discussion was held regarding
16 waiving the consignment fees for calves registered for that purpose. General discussion was held
17 regarding the structure and outlook of bison shows and sales in general. Boyd Meyer made a
18 motion to waive the consignment fee for any calves that would be auctioned at the GTSS for the
19 purpose of the Ranchers' Relief Fund. Said motion was seconded by Dick Gehring. The motion
20 was put to a vote, and carried. Peter Cook, Boyd Meyer and Dick Gehring each volunteered to
21 donate a calf for this purpose.

22 Chairman Flocchini called on Dave Carter for a report on legislative and regulatory issues.

23 Mr. Carter noted that it is looking increasingly likely that there will be a short-term
24 extension on the farm bill with the conference committee concluding its negotiations. A short term
25 extension will prevent the law from reverting to the permanent farm law, which will cause dairy
26 prices to rise for consumers. However, an extension will not allow for disaster funds to be
27 allocated to the ranchers suffering losses in the recent blizzard and floods.

28 Mr. Carter reported that the resolution establishing National Bison Day was formally
29 enacted on October 30th, just in time for the actual celebration on November 2nd. There were
30 several National Bison Day activities held across the country this year. Also, the Bison Legacy
31 Act, which would establish bison as the official national mammal of the United States, has been

1 reintroduced in the House by Reps. William Lacy Clay (D-MO), Jeff Fortenberry (R-NE), Jose
2 Serrano (D-NY), and Kristi Noem (R-SD).

3 He reported that the free trade agreement between Canada and the European Union (EU)
4 establishes a duty-free quota for 3,000 tonnes carcass weight of bison meat to be imported into the
5 EU from Canada each year. That agreement also requires that any Canadian bison meat shipped
6 into the EU under that quota must be processed in Canada. This means that some Canadian
7 animals that would normally be processed in the U.S. will instead be processed in Canada. The
8 new Canada/EU agreement is scheduled to start in about two years. The Canada/EU agreement
9 should provide positive precedent for the U.S. negotiators who are just entering into negotiations
10 with the EU.

11 Mr. Carter reported that Bill Edwards recently contacted the NBA office with a concern
12 over pending rulemaking in the Office of Management and Budget that would expand the Clean
13 Water Act jurisdiction. The Environmental Protection Agency has developed a proposed rule to
14 expand its regulatory authority under the Clean Water Act. However, because of two Executive
15 Orders issued in the past 20 years, any proposed rule deemed to have more than \$100 million
16 impact on the economy is also required to undergo review by OMB. That review process is
17 supposed to include an opportunity for public comment. Mr. Carter said the NBA would attempt
18 to monitor to see when that public comment period begins.

19 Chairman Flocchini called on directors for regional reports.

20 Karen Conley reported that prices have been fairly steady at the recent auctions conducted
21 in her region. The North Dakota Association sale and annual meeting are planned for January 11
22 in Rugby.

23 Dick Gehring reported that the Oklahoma and Kansas Association have both completed
24 their sales. The Kansas sale had about 650 consignments.

25 Lee Graese reported that Minnesota Association had its fall sale in November. Prices
26 generally reflected the quality of the animals.

27 Bill Edwards noted that there is increased interest among producers and prospective
28 producers in purchasing bison in his region. He also reported that he recently hosted a young
29 student who is extremely excited about being in the bison business.

1 Marvin Moore reported that there are only two auction markets that handle bison on a
2 consistent basis. He noted that the softer grain prices may create some interest among producers
3 about getting involved in the bison business.

4 Mr. Carter provided a report of the Executive Director. He reported on his participation in
5 the Canadian Bison Association meeting, the National FFA convention, and the annual meeting of
6 the National Association of Farm Broadcasting.

7 The next board meeting will be at 12:30 p.m., Wednesday, Jan 22, 2014 at the Denver
8 Renaissance Hotel, Denver, CO.

9 There being no further business to come before the meeting, and upon motion made,
10 seconded and carried, the meeting adjourned at 6:30 p.m.

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13 Respectfully submitted,

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16 Amil Kleinert, Secretary-Treasurer

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21 David E. Carter, Recording Secretary