



1 \$232,512 was \$28,417 above budget. Total expenses in March of \$55,755 were \$11,385 above  
2 budgeted levels, and YTD expenses of \$228,034 were \$4,725 above budget. After designated  
3 reserves and other adjustments, net results of (\$28,048) in March were \$14,079 below budget,  
4 but YTD results of (\$179) were \$27,577 above budget. Winter Conference net results of  
5 \$13,375 were \$3,717 ahead of budgeted projections, and GTSS results of \$12,728 were \$6,311  
6 ahead of budget projections. Discussion was held regarding revenue in individual membership  
7 categories. Ken Klemm made a motion to approve the year-to-date financial report, as  
8 presented. Said motion was seconded and carried.

9 Mr. Carter reviewed the first draft of the nine-month budget. Because the accounting for  
10 the 3-month performance of the NBA was only recently finalized, the 9-month budget is just  
11 being developed. Mr. Carter reviewed the individual categories included in the draft budget. He  
12 said that the Chair will schedule a special board meeting to formally adopt the budget when it is  
13 finalized.

14 Jim Matheson provided a membership report. The membership count in the NBA is  
15 unchanged since January 26<sup>th</sup>. The total membership count remains at 1,170.

16 Mr. Matheson reported that the NBA has launched a campaign to offer lapsed members  
17 an opportunity to re-join at the renewal fee of \$225. Roughly 500 former members have been  
18 contacted with this offer. Karen Conley is also posting weekly testimonial videos on our social  
19 media accounts for “Membership Monday.” The NBA will heavily promote the Join and Go  
20 membership program for the Summer Conference.

21 Mr. Carter noted that the new membership levels adopted last year did not include a new  
22 three-year membership category. He requested approval to implement a new three-year  
23 membership level for \$700. Joe Graham made a motion to approve a new three-year  
24 membership for \$700. Said motion was seconded and carried.

25 The chair called upon Eloise Mongillo for a report of the Director of Development. She  
26 reported that she is working with the staff to implement the Raiser’s Edge database. A  
27 development committee has been established to provide guidance for Ms. Mongillo as she  
28 implements the fundraising programs for the foundations, the Center of Excellence and the  
29 NBA. The committee is comprised of Gail Griffin, Mimi Hillenbrand, Beverly Brown, Peter  
30 Cook, Joe Graham, Kristopher Kelley and Mark Sangder (SDSU Foundation). The committee

1 held its first meeting on April 6<sup>th</sup> to review the Development Plan. Ms. Mongillo has composed  
2 an initial donor portfolio which contains roughly 150 names. She also reported that \$177,000  
3 has been pledged through the anonymous donor challenge grant that was announced in  
4 February.

5 The Chair called upon committee chairs for reports.

6 Connor Elliot provided a report of the North American Bison Registry. The NABR met  
7 on April 20<sup>th</sup>. NABR requests that \$3,000 be added to the NABR budget to support advertising  
8 for the registry. Discussion was held. Joe Graham made a motion to include \$3,000 in the  
9 annual budget for NABR. Said motion was seconded and carried.

10 NABR also discussed how to address some rapidly emerging developments in genetics  
11 and genomics that may impact the direction of the bison business, and the public perception of  
12 commercial bison production. The committee developed a proposed letter to invite collaboration  
13 from a wide spectrum of private, public and Tribal bison stakeholders to engage in a  
14 collaboration that is “positive, accurate, and inclusive of managed bison to the conservation of  
15 the species.” The NABR Committee voted unanimously to recommend board approval of the  
16 letter included in the board packets as Attachment G. Discussion was held. Robert Johnson  
17 moved to approve the NABR letter, as presented. Said motion was seconded and carried.

18 Boyd Meyer provided a report of the Gold Trophy Show and Sale Committee. The  
19 combined GTSS and DTBA Girlz Going Wild sales went very smoothly this year. Also,  
20 National Western facilities are expected to be ready for the 2022 GTSS, and the National  
21 Western Stock Show will be sending out contracts within the next six weeks. Mr. Matheson said  
22 he is in contact with National Western officials and will be monitoring the details of a proposed  
23 contract.

24 Mimi Hillenbrand reported that the Science & Research Committee is reviewing the 16  
25 full proposals that have been submitted to the Center of Excellence for funding. The committee  
26 members are slated to submit their scoring by early May. Because of the expanded role of the  
27 committee, four new members have been added. Those members are Jeremy Ruhter of Illinois,  
28 Joe Graham of Texas, Corissa Busse of South Dakota, and Dr. Meg Parker of Colorado.

29 Ken Klemm provided a report of the Conservation Committee. He reported that the  
30 NBA has developed a landing page on the website for the Conservation Management Plan. The

1 Conservation Committee has issued the first three Master Steward certificates for participants  
2 enrolled in the Conservation Management Plan. The committee is also visiting with one major  
3 processor regarding a labeling program for products produced from bison raised by producers  
4 enrolled in the Conservation Management Plan. Mr. Klemm provided a presentation to the  
5 American Bison Society virtual conference in April on the Conservation Management Plan, and  
6 the importance of including wealth creation as a vital part of ongoing bison restoration efforts.  
7 Discussion was held regarding the importance of educating other organizations regarding the  
8 conservation commitment of private producers.

9 Jim Matheson provided a report on the Summer Conference. The Summer Conference  
10 Committee met last week to discuss the agenda and related activities for the 2021 Summer  
11 Conference. Mr. Matheson reviewed the draft agenda with the board. He said that he and Mr.  
12 Carter are working to develop a sponsorship package that will target specific activities.

13 Mr. Carter reviewed with the board the 2021 Strategic Plan that was developed  
14 following a Day of Planning session by the Board of Directors in December. Discussion was  
15 held regarding the progress on key priorities identified in the plan.

16 The chair called on directors for regional reports.

17 Mary Adams provided a report from Region I. The Western Bison Association is  
18 collaborating with the Montana Bison Association for a combined summer meeting on June 11  
19 and 12.

20 Boyd Meyer provided a report for Region II. He reported that there is still a backlog of  
21 cull animals. He hoped that the technical requirements developed by USDA for the Section 32  
22 purchase program will not prove too burdensome for potential vendors.

23 Kevin Leier reported on Region III. He complimented the Montana and Western Bison  
24 Associations for their combined agenda for the June meeting. He said that the North Dakota and  
25 Dakota Territory associations are making progress on merging their associations. He noted that  
26 the DTBA is reviving the Young Guns category and is working with the Center of Excellence to  
27 conduct Mycoplasma testing. He noted that drought conditions are intensifying.

28 Ken Klemm provided a report from Region IV. He said significant drought conditions  
29 are a problem.

1           Jeremy Allemann provided a report from Region V. The Minnesota Bison Association  
2 had a very successful spring conference in April.

3           Campbell Burgess provided a report from Region VI. He noted that he is cautiously  
4 optimistic on the outlook for the next round of Section 32. The Texas Bison Association will be  
5 holding its summer meeting June 11 and 12 in Fort Worth, TX.

6           Carie Starr provided a report from Region VII. She noted that a production auction  
7 conducted in the eastern region in February was very encouraging. She attended the Eastern  
8 Bison Association conference in March.

9           Kristopher Kelly provided a report from Region VIII. He said that there is interest  
10 among producers in his area about scaling up.

11           Robert Johnson provided a report from the International Director. He noted that margins  
12 are shrinking for ranchers in Canada. He said that there is continuing pressure among some  
13 Canadian processors to push the U.S. to designate bison as an amenable species.

14           Mike Faith joined the meeting to provide a report on the InterTribal Buffalo Council. He  
15 noted that he and other ITBC leaders participated in the NBA/DTBA Winter Conference in  
16 February. He reported that ITBC hosted an impromptu gathering of bison leaders on April 21.  
17 There was no formal agenda at that meeting, but the session provided attendees with an  
18 opportunity to discuss issues of common concern.

19           Dave Carter provided a report on legislative and regulatory issues. In February, USDA  
20 awarded contracts to four vendors to purchase \$7 million in ground bison under the Section 32  
21 Surplus Removal Program. Those contracts were awarded largely utilizing the technical  
22 requirements that have been used for the annual purchase of bison meat for the Food  
23 Distribution Program for Indian Reservations (FDPIR). However, USDA's Agricultural  
24 Marketing Service is implementing some changes in the technical specifications for the second  
25 round of purchases, with the formal solicitation expected to be issued in early May. Those  
26 changes are designed to position bison processors to be able to qualify as vendors for the school  
27 lunch and other federal nutrition programs. However, some of those requirements create new  
28 challenges for many bison processors. Officials from AMS held a conference call with the NBA  
29 Commercial Marketers' Committee on April 16 to discuss those specifications. Following the

1 meeting, the AMS officials agreed to consider implementing some changes before formally  
2 releasing the next solicitation.

3 Mr. Carter said that there had been some confusion within a few USDA FSA local  
4 offices regarding the eligibility of bison producers to participate in the reopened signup period  
5 for the Coronavirus Food Assistance Program. Those issues have been resolved.

6 Mr. Carter reported that U.S. Sens. John Hoeven (R-ND) and Michael Bennet (D-CO),  
7 and U.S. Reps. Ed Perlmutter (D-CO) and Billie Long (R-MO) re-introduced the Truth in  
8 Buffalo Labeling Act last week. The Senate bill is S. 1168, and the House bill is H.R. 2596. The  
9 sponsors agree that the logical first step for this legislation is to schedule a hearing in the Health  
10 Subcommittee of the House Energy and Commerce Committee.

11 He said that the NBA is continuing to work on garnering co-sponsors for the  
12 Strengthening Local Meat Processing Act.

13 On the topic of trade, Mr. Carter reported that Mexico has opened its market for U.S.  
14 produced bison offal in addition to other bison meat products. Joseph Degreenia, USDA FAS  
15 Bison Specialist, will be transitioning to the U.S. Foreign Service in the next month. Luis Arrela  
16 will be assuming the role of FAS Bison Specialist. Joseph has been working to introduce Luis to  
17 the bison business. The NBA has sent letters to Agriculture Secretary Tom Vilsack and U.S.  
18 Trade Representative Katherine Tai reminding them of previous commitments to eliminate the  
19 tariffs on U.S. bison meat exported to the European Union.

20 Karen Conley joined the meeting to provide a report of the Communications Director.  
21 She reported that she is working to get the *Bison World* publication schedule back on track. She  
22 attended the Minnesota Bison Association meeting and recorded several videos that have been  
23 posted for Membership Monday promotions on Facebook.

24 Discussion was held regarding the NBA board meeting in June. Mr. Carter noted that the  
25 options were to hold in-person meetings on Sunday prior to the Summer Conference or on  
26 Wednesday after the conference. Or the board could meet virtually. Discussion was held.  
27 Consensus was expressed to conduct a Doodle Poll with the board regarding a meeting on  
28 Sunday or a Zoom meeting.

29 There being no additional business to come before the board, and upon motion made,  
30 seconded and carried, the meeting adjourned at 7:28 p.m.

1 Respectfully Submitted,

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4 Joe Graham, Secretary

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7 David E. Carter

8 Recording Secretary

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