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The Chair called for a year to date (YTD) Financial Report. Mr. Carter said that the Executive/Finance Committee met on July 22nd to review the year-to-date financial report through June. Remember, this YTD Financial Report is based on the actual performance in Q1, and the projected performance in Q2. Gross income in June of \$26,772 was \$3,950 above budget, and the YTD gross income of \$518,929 was \$14,827 above budget. YTD membership revenue is \$10,013 above budget, and \$3,004 ahead of the same period in 2019. Expenses for June of \$36,973 were \$53 below budget, and YTD gross expenses of \$485,589 are \$3,766 below budget. After adjustments and designated reserve, our net performance in June of (\$10,737) was \$3,924 less than budgeted deficit of (\$14,661), and YTD net performance of \$23,004 is \$18,339 ahead of budget. Mimi Hillenbrand made a motion to approve the Financial Report as presented. Said motion was seconded and carried.

Jim Matheson provided a membership report. Total membership on July 20 was 1,143, which is a drop of six members since the last report on May 21st. However, the NBA is holding very strong on the most important membership categories. The association has gained one life member since the May 21st report, as well as one multi-year membership. The regular membership level is holding steady at 682. The major drop was in Friend of the Bison, which went from 137 to 132.

Mr. Carter provided a report on legislative and regulatory activities.

He noted that bison producers were not included in the initial round of assistance provided by USDA under the Coronavirus Food Assistance Program (CFAP). USDA had indicated that insufficient market data existed to document the need for assistance to bison producers. In early June, the staff conducted two surveys among the general membership. The first requested information from anyone that had sold or purchased live bison weighing between 400 lbs. and 800 lbs. between January and April. The second survey requested input from farm-direct marketers. The NBA also gleaned information from the twice yearly commercial marketers' survey that was conducted in June. Those surveys provided significant information

1 to document a drop in prices exceeding 10 percent between January and April. Mr. Carter filed
2 the NBA’s formal comments on June 21.

3 Mr. Carter reported that the U.S. Senate is starting to develop a follow-up package of
4 COVID relief programs. He requested approval of the following resolution:

5

6 *Throughout the past decade, bison ranching has emerged as viable, profitable segment*
7 *of agriculture. Today, U.S. bison producers are enduring COVID-19 related economic*
8 *impacts comparable—and sometimes exceeding—the losses experienced by neighboring*
9 *beef ranchers. Yet, bison producers have not yet been deemed eligible for assistance*
10 *under the Coronavirus Food Assistance Program. As the United States Senate develops*
11 *the next phase of COVID-19 relief legislation, we strongly urge that language be*
12 *included mandating that USDA include bison producers as eligible recipients of*
13 *assistance.*

14 A motion was made by Joe Graham to approve the resolution, as written. Mimi
15 Hillenbrand seconded the motion. The motion was put to a vote and carried.

16 Mr. Carter reported that U.S. Sen. Jerry Moran (R-KS) has introduced the Small Packer
17 Overtime Relief COVID-19 Act. There hasn’t been any movement on this bill, but it may likely
18 be included in the next round of Coronavirus assistance.

19 The Executive Director said that the recent opening of Mexico for U.S. bison meat
20 exports did not include human-edible offal. USDA Animal and Plant Health Inspection Service,
21 and Foreign Agricultural Service are working with the Government of Mexico to include offal
22 in the agreement.

23 Mr. Carter also provided the board with updates on the status of efforts to open markets
24 in Korea, Taiwan and Japan for U.S. bison meat exports.

25 He notified the board that the U.S. International Trade Commission has responded to the
26 NBA’s request for a unique HS (export) code for chilled/frozen bison meat.

27 Mr. Carter reviewed with the board the discussion document he had prepared regarding
28 a potential USDA-administered Research & Promotion Program for the bison business. He
29 noted that USDA’s Agricultural Marketing Service oversees 21 separate R&P programs. He
30 reviewed the process of establishing a R&P program and reviewed the benefits and drawbacks

1 of this concept. Discussion was held. No action was taken. Mr. Carter said that he would
2 compile a summary of grant programs that were only open to USDA administered R&P
3 program.

4 Discussion was held. Dave Carter said he would catalog grant opportunities available
5 only for R&P programs.

6 Mr. Carter reported that USDA APHIS has published a notice seeking public comments
7 on a proposal to require RFID ear tags on all bison or cattle moving in interstate commerce. He
8 noted that the NBA has discussed with APHIS the concept of establishing a pilot program to
9 have the National Bison Association serve as the official distributor of RFID tags for bison. He
10 said that he will include that suggestion in the NBA's official comments to be submitted.

11 Mr. Carter said that the Truth in Buffalo Labeling Act has been largely put on the back
12 shelf as Congress is preoccupied with legislation to address the COVID-19 pandemic.

13 Jim Matheson reported that the Winter Conference Committee met by conference call on
14 July 14th to begin planning for the 2021 event. Most of the call was dedicated to weighing the
15 issues surrounding an in-person conference, a virtual conference, or a blended conference (some
16 participating in person, and some on-line). October 19th is the deadline to notify the Renaissance
17 Hotel if the NBA is unable to guarantee the minimum number of rooms scheduled for the 2021
18 winter conference.

19 Mr. Matheson reported that the three-day, virtual week of learning event in June went
20 very smoothly. There were 102 members register for Day 1 (Consumer trends in the COVID
21 era), 98 registered for Day 2 (Soil health and conservation) and 86 members registered for Day
22 3 (Getting started in the Bison Business and our semi-annual membership meeting). Following
23 the conference, Mr. Matheson developed an on-line survey of members to gauge their response.

24 The Chair called on directors for regional reports.

25 Mary Adams provided a report from Region I. She reported that produces in her region
26 are facing significant challenges in getting access to processing plants. She also advised the staff
27 to monitor opportunities to make the regulatory environment more friendly to non-amenable
28 species plants.

1 Boyd Meyer reported on Region II. He reported that processing capacity is also a major
2 concern. Drought is starting to be a major concern. They are starting to see some movement of
3 animals.

4 Mimi Hillenbrand reported from Region III. She agreed that processing capacity is a
5 major concern. There are a number of new producers coming into bison. The InterTribal
6 Buffalo Councils had planned to host some seminars for new producers, but those plans are on
7 hold because of COVID-19.

8 Ken Klemm reported from Region IV. He agreed that processing capacity and drought
9 are major concerns in his region.

10 Jeremy Allemann provided a report from Region V. Access to processing is a major
11 concern in his region. He said that the reopening of restaurants is helping to boost demand for
12 primal cuts. Some members are reporting that they are getting repeat business from the new
13 customers.

14 Brian Grubb provided a report from Region VII. He noted that processing capacity has
15 been a long-term problem. He noted that restaurants are also beginning to reopen in his region.

16 Kristopher Kelley provided a report from Region VIII. He said that he is seeing an
17 increase in interest among people in getting into the business. He noted that small processing
18 plants are struggling to find qualified employees. He also noted that small plants will prefer to
19 process beef over bison if there is an option.

20 Robert Johnson provided a report of the International Director. He noted that North
21 American Bison, L.L.C. is undertaking a major plant expansion. He suggested that mobile
22 slaughter facilities may be an option for smaller producers. He also said he is seeing increased
23 interest from prospective producers. He said that air freight costs are impacting the demand for
24 Canadian bison meat in the EU.

25 Mike Faith joined the meeting and provided a report of the InterTribal Buffalo Council.
26 He noted that the industry overall is showing good strength and unity. He noted that 40
27 Yellowstone bulls have been moved to Fort Peck in Montana and are now being dispersed to
28 individual tribes.

1 Mr. Carter noted that, at the previous meeting, the board had reviewed a document
2 recommending a policy regarding board member consulting, but that no action was taken. The
3 recommendation reads:

4 Providing Business Consulting. As a director, board members have a responsibility to share
5 knowledge and expertise with fellow NBA members, including producers who are newly
6 entering the business. That responsibility does not include providing unlimited consulting
7 advice at no charge. When, in the director's personal judgement, a member's request
8 exceeds the level of advice, and enters the category of consulting, the director may either:

9 a. Refer the member to a professional consultant, or a list of professional consultants;
10 or

11 b. Offer professional consulting services for a fee. If that paid consultancy relationship
12 should pose a conflict of interest at any point, it is the responsibility of the board
13 member to disclose the consultancy relationship to the NBA board immediately.
14

15 Mary Adams made a motion to adopt the resolution, as presented. Said motion was
16 seconded by Mimi Hillenbrand, and carried.

17 Mr. Carter reviewed with the board the job description for a full-time fundraiser to work
18 jointly with the National Buffalo Foundation and the NBA. The NBF board has approved this
19 draft, and our Executive Committee has reviewed it as well. The envisioned position would
20 begin January 1, 2021. The primary responsibility of this fundraiser would be to generate
21 resources outside of the usual sources. The compensation package would consist of a base
22 salary range (depending on experience and qualifications), along with some incentives. The
23 NBA and NBF are discussing a cost-sharing arrangement in which the NBF would provide
24 70% and the NBA would provide 30%. Throlson Foundation may be willing to take on 5% of
25 the burden, which would drop NBA to 25%. The allocation can be adjusted after assessing the
26 amount of revenue generated for each organization. Mimi Hillenbrand made a motion to
27 approve the job description, as presented. The motion was seconded by Joe Graham. Ken
28 Klemm noted that the job description lacks the details regarding salary and expectations. Mr.
29 Carter said that the salary information will be in a separate document. Mr. Grubb said he would
30 be unable to support the motion. Following discussion, the motion was put to a vote and
31 carried, but not unanimously. Brian Grubb voted nay.

32 Mr. Matheson reported that the Throlson American Bison Foundation has distributed
33 applications for the 2020 Throlson American Bison Foundation Scholarship program. The
34 foundation board will distribute \$10,000 in scholarship funding in November.

1 Karen Conley provided a report of the communications director. She reported that Bison
2 World is growing, and that advertising is holding steady. She is still planning to initiate a
3 podcast in the coming months. Social media is doing well. She has been participating in a
4 number of webinars that are providing information about conducting virtual meetings and
5 fundraising.

6 The Chair called for Committee reports.

7 Dave Carter provided a report of the Science and Research Committee. He reported that
8 the committee met on July 21st. to review the draft Memorandum of Understanding and the draft
9 bylaws to establish the Center for Excellence for Bison Studies. Mr. Carter. reviewed the
10 documents with the board. Discussion was held. A motion was made by Robert Johnson to
11 approve the MOA and bylaws as presented. Mary Adams seconded the motion. The motion was
12 put to a vote and carried.

13 Mr. Carter reported that the National Animal Monitoring System (NAMS) under USDA
14 APHIS is moving forward to conduct a follow-up epidemiological study from the [Bison 2014](#)
15 [report](#). NAMS has developed a draft Needs Assessment for the new study. The Science &
16 Research Committee met last month to review that draft, and to offer recommendations for edits
17 and additions.

18 Ken Klemm provided a report on the Conservation Committee. He said that the
19 Conservation Management Plan was formally launched at the Virtual Week of Learning. Two
20 plans have been submitted to date.

21 Boyd Meyer reported that the GTSS Committee has a 2020 Contingency Planning
22 subcommittee to consider alternatives if the National Western Stock Show is cancelled or scaled
23 down because of COVID-19 and/or construction delays. Bob Dineen, National Western Stock
24 Show Bison Superintendent, said that it is highly unlikely that the new sale barn will be
25 completed by mid-January, but pens will likely be available for live animals (although the
26 quality of the pens may limit the ability to have two-year-old bulls). He also noted that there is a
27 50-50 chance that NWSS including:

- 28 • A limited live-animal sale (if possible) at NWSS;
- 29 • a video judging and sale format;
- 30 • a consignment sale;

- 1 • moving the sale dates, if not tied to NWSS; and
- 2 • others.

3 The subcommittee established mid-September as the deadline for developing a formal
4 recommendation.

5 Dr. Connor Elliott and Dr. Jeff Martin joined the meeting to report on the North American
6 Bison Registry. Dr. Martin has approached NABR with a proposal for a research project that
7 will use stable isotopes, using tail hairs to analyze how the animals process protein and energy.
8 Dr. Martin is asking for permission to use the tail hair samples. Dr. Elliott noted that, if the
9 NBA grants permission, NABR will contact the owners of those samples for formal permission.
10 In response to a question, Dr. Martin said he would only use a maximum of three hairs from
11 each archived sample. Discussion was held. Boyd Meyer made a motion to table the discussion
12 until the next board meeting. The motion was seconded and carried.

13 Dr. Elliott said that the North American Bison Registry is recommending that Dr. James
14 Derr be added to a member of the NABR advisory council. Ken Klemm made a motion to add
15 Dr. James Derr to the NABR advisory council. Said motion was seconded and carried.

16 Dr. Elliott reported that there is a recommendation to move from the current panel of 15
17 markers to an expanded 26 markers panel. This would increase the cost by \$5.00. Brian Grubb
18 made a motion to table the motion until input was received from Dr. James Derr. The motion
19 was seconded and carried.

20 Mr. Carter reported that the NBA has more than \$75,000 in funds remaining in its
21 Farmers' Market Promotion Program grant, which expires September 30th. Because those funds
22 were largely dedicated to covering the costs for in-person events, the NBA may not spend all of
23 those funds. The NBA is organizing a Virtual Direct Marketers' Roundtable for August 31 and
24 September 1. That roundtable will include experts on farmers' market consumer behavior, using
25 social media, and networking with fellow producers.

26 There being no additional business to come before the board, and upon motion made,
27 seconded and carried, the meeting adjourned at 7:20 p.m.

28 Respectfully Submitted,
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2 Joe Graham, Secretary

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6 Dave Carter, Recording Secretary

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