

1 The Chair directed the board's attention to the minutes of the Finance/Executive
2 Committee from September 30 and November 3, 2021. A motion was made by Joe Graham to
3 accept those minutes as presented. Said motion was seconded and carried.

4 The chair called on Dave Carter for a financial report. Mr. Carter reported that the gross
5 income recorded in September of \$33,833 was \$2,990 below budget, but YTD gross revenues of
6 \$519,969 were \$4,560 above budget. Although YTD membership revenue of \$164,290 is within
7 \$178 of budgeted projections, active renewal income is \$4,050 below budget. Also, Growth
8 Fund Income YTD of \$82,949 is \$30,354 below budget, but still \$2,263 ahead of YTD Growth
9 Fund revenue in 2020. Mr. Carter noted that he will be reaching out to commercial marketers,
10 and he will work with Eloise Mongillo to conduct a year-end Growth Fund campaign with the
11 general membership. Gross expenses for September of \$57,899 were \$11,973 above budgeted
12 levels, but the YTD expenses of \$565,173 were still \$18,789 below budget. After allocation of
13 designated reserves and other adjustments, the September net performance of (\$24,742) was
14 \$14,903 below budget, but the YTD performance of (\$55,630) was \$23,463 above budget.

15 On the Statement of Financial Position, the NBA had \$523,802 in checking and savings
16 on September 30th, of which \$296,238 was designated reserves. Net equity was \$406,786, which
17 was \$30,015 greater than on September 30, 2020.

18 A motion was made by Mary Adams to approve the Financial Report, as presented. Said
19 motion was seconded and carried.

20 The Chair called on Jim Matheson for a membership report. The NBA membership
21 count as of November 2 is 1,132, which is a decline of six members since August, and 32
22 members since January. He noted that the Supporter category is growing. Active and multi-year
23 renewals are a concern. Dave Carter noted that the association is experiencing a change in the
24 mix of membership. Jim Matheson noted that the membership compared to November 2020 is
25 holding steady. He recommended that the NBA conduct a membership survey to specifically
26 identify reasons for non-renewal in the active and multi-year categories.

27 Mimi Hillenbrand asked about the potential to recruit student members through SDSU,
28 and other universities affiliated with the Center of Excellence for Bison Studies. Donnis Baggett
29 reported that he has been in communication with the new faculty supervisor of the Herdsman at

1 West Texas A&M University. Ken Klem recommended conducting a survey of new members
2 when they join regarding their expectations.

3 Jim Matheson reported that he and Eloise Mongillo coordinated to submit a grant
4 proposal to North Central SARE last month in the amount of \$39,087. If funded, the grant
5 proposal will underwrite a series of six field days/workshops featuring tours and speakers on
6 working bison ranches to demonstrate how to maximize producers' regenerative impact in bison
7 production through the holistic management of bison operations across the region.

8 Mr. Carter reported that there has still been no announcement on the Regional Food
9 Systems grant application that was submitted in June.

10 Eloise Mongillo provided a report of the Director of the Development. She reported that
11 she has been active in promoting NBA through social media. She will start promoting Giving
12 Tuesday after National Bison Day, with funding to support the National Buffalo Foundation.
13 She will be working on a year-end campaign for the Growth Fund. She has been soliciting
14 Winter Conference sponsorships, with \$32,000 committed to date. Ms. Mongillo will be
15 reaching out to outside corporate supporters. She has been cultivating three large donor
16 prospects for the National Buffalo Foundation.

17 Jim Matheson reviewed the four recent regional webinars with the board. The webinars,
18 conducted in late October, were very successful. The working groups involved in the webinars
19 produced some informational papers that are very useful. The staff will be looking at having
20 some scaled down, follow-up sessions moving forward.

21 The board discussed the 2022 winter conference. The Winter Conference Committee has
22 been meeting monthly to continue the planning for the 2022 annual convention, scheduled
23 January 20-21, 2022, at the Renaissance Denver Hotel. The agenda is largely finalized. Mr.
24 Matheson noted that the Gold Trophy Show and Sale awards ceremony will be conducted
25 Friday afternoon, January 21st, at the National Western Stock Show. Mr. Matheson noted that a
26 photo loop of the GTSS winners would be played during the conference banquet.

27 Mr. Matheson reported that the refresh of www.bisoncentral.com is nearing launch. One
28 significant change will be a more prominent location of the search box on the home page to
29 make it easier for people to find the information they are seeking.

30 The chair called for committee reports.

1 Boyd Meyer asked Jim Matheson to recap the GTSS Committee. There was only one
2 submission in response to the Request for Proposals for auctioneer that was issued in August.
3 That submission was from Quality Auction Services, with a commission of 1.5% on each
4 animal sold, or \$3,500, whichever is higher, plus lodging, travel and conference registration.
5 The GTSS Committee recommended acceptance of that bid. However, the National Western
6 Stock Show notified the NBA in mid-October that it would no longer be providing clerking
7 services for the auctions in 2022. Quality Auction Services is revising its bid to accommodate
8 that change. Mr. Matheson said that the National Western Stock show still has not provided a
9 formal contract for 2022 but has assured the association that there will be no significant changes
10 from 2019. Les Kroeger of Saskatchewan and Dave Loutt of North Dakota have agreed to serve
11 as judges for the GTSS. The classes for 2022 will be the same as 2021, with the addition of the
12 yearling heifer class and the Pen of 5 yearling heifers, which were dropped in 2020 because of
13 the arrangement with the Dakota Territory Buffalo Association.

14 Dave Carter provided a report of the Commercial Marketers' Committee. He noted that
15 the Growth Fund resources have been utilized to cost-share participation at three out of the four
16 Q Series Barbecue events (Kansas City, Denver and St. Louis) over the past few months, and to
17 host a booth at the World Food Championship event in Dallas this weekend.

18 He reported that the Colorado Department of Agriculture paid for the transportation,
19 lodging and registration for the National Bison Association to participate in the state's booth
20 that was part of the USDA Pavilion at the Tutto International Food Show in Milan, Italy. This
21 five-day event attracted about 50,000 distributors, retailers and foodservice operators. He
22 received strong interest from several attendees and will be passing their contact information
23 along to our commercial marketers.

24 Mr. Carter also provided a report of the Science and Research Committee. Dr. Carter
25 Kruse has agreed to take over as chair of the committee. The committee will be reviewing the
26 18 letters of intent that have been submitted for the Center of Excellence's second round of
27 competitive grant awards. Dr. Jeff Martin, research director at the Center of Excellence, is
28 convening a Mycoplasma task force to coordinate sample collection and analysis, research and
29 information about the disease. The committee will be working closely with that task force.

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1 The board turned to a review of the 2021 Strategic Plan, which was included as an
2 attachment with the board packet with a dashboard that measures the progress for each of the
3 priority items. Mr. Carter reviewed the progress on that plan

4 As per discussion at the August board meeting, the NBA is planning the next strategic
5 planning session during the third or fourth week in March in Denver. The facilitator that was
6 planned for the 2020 session will not be available for the 2022 event, the staff is looking for an
7 outside facilitator. Kevin Leier suggested that there would be value in having the session before
8 winter conference. Discussion was held. Dave Carter mentioned that there will be a meeting of
9 some gatekeeper ranchers, finishers and marketers in Deadwood in early January. Following
10 discussion, consensus was expressed that the strategic planning session be held in March.
11 Donnis Baggett suggested that the NBA develop a resources guide that can be distributed at
12 Winter Conference. The chair said that there would be additional discussion at the end of the
13 meeting.

14 Directors provided reports of activities in their region.

15 Robert Johnson provided the report of the International Director. There is going to be
16 attrition in the bison herds, and the number of producers in Canada.

17 Kristopher Kelley provided a report from Region VIII. He noted that fall grazing has
18 been good in his region.

19 Carrie Starr provided a report from Region VII. The Eastern Bison Association had a fall
20 conference in September. There was a small turnout, but a good program. Farm Animal
21 Concern Trust is accepting grant proposals.

22 Campbell Burgess provided a report from Region VI. He has been focused on making
23 the Section 32 program work.

24 Jeremy Allemann provided a report from Region V. The Wisconsin Bison Producers had
25 a very successful fall conference. Jim Matheson participated and provided an update. There is
26 new leadership and enthusiasm in the association.

27 Ken Klemm provided a report from Region IV. He noted that there needs to be more of
28 a focus on drought management.

1 Kevin Leier provided a report from region III. There has been a lot of recent rain, which
2 is improving spring prospects. There are a lot of animals that will be headed to the live animal
3 market.

4 Boyd Meyer provided a report from Region II. RMBA had successful fall meeting at
5 Prairie Ridge Buffalo Ranch. Dave Carter participated.

6 Mary Adams provided a report from Region I. The Western Bison Association is having
7 their meeting and a Show and Sale in early December.

8 Mike Faith provided a report from the InterTribal Buffalo Council. He reviewed with the
9 board the Indian Buffalo Management Act, which has been introduced in both the Senate and
10 the House of Representatives.

11 Dave Carter provided a report of legislative and regulatory issues.

12 USDA's Agricultural Marketing Service awarded the contract for the second phase of
13 the Section 32 Surplus Removal Program to USA Beef Packing, L.L.C. in Roswell, NM on
14 August 19th. Campbell Burgess reported that about eight loads have been shipped. He is
15 seeking additional animals, for processing, but needs to purchase in larger quantities. He said
16 that the audit and inspection requirements have been extremely stringent. Dave Carter reported
17 that USDA Agricultural Marketing Service may be shifting to more frequent purchases of
18 ground bison meat for the Food Distribution Program on Indian Reservations in 2022.

19 Donnis Baggett, Dr. Kristi Cammack, Kristopher Kelley and Mr. Carter were in
20 Washington, D.C. September 27-28 to conduct meetings with key USDA agencies. Jason
21 Baldes and Dan Wenner of the InterTribal Buffalo Council participated in our meetings on
22 September 27th. In-person meetings were held with National Institute for Food and Agriculture
23 (NIFA), Food Safety and Inspection Service (FSIS) Farm Service Agency (FSA), Agricultural
24 Marketing Service (AMS) and Foreign Agriculture Service (FAS). The group also met virtually
25 with the Animal and Plant Health Inspection Service (APHIS). The meetings were extremely
26 constructive with a series of issues discussed. Also, members of the Science and Research
27 committee held a virtual meeting on November 1st with Dr. Chavonda Jacobs-Young, the
28 current director of the USDA Agricultural Marketing Service, and the nominee for Under
29 Secretary for Research, Education and Extension. Several ARS staff participated in that
30 meeting.

1 Mr. Carter noted that the Roundup delegation discussed with FSIS the agency's recent
2 announcement excluding bison from relief from overtime and holiday inspection fees. FSIS
3 Administrator Paul Kiecker told the group that they excluded voluntary inspections because the
4 American Rescue Act language only gave them the ability to provide that relief for entities
5 covered under the Federal Meat Inspection Act (voluntary inspection is covered under the
6 Agricultural Marketing Act). Mr. Carter reminded Mr. Kiecker that we had written a letter to
7 Mr. Kiecker and AMS Administrator Bruce Summers in April requesting that voluntary
8 inspection be included and had never received a formal response from either agency. The
9 delegation also discussed that issue in a later meeting with AMS. Following the Roundup, AMS
10 reached out to Mr. Carter to apologize for the lack of response, and to say that they are willing
11 to look at options for including voluntary inspection in the overtime and holiday relief. Mr.
12 Carter held a Zoom meeting on November 2nd with AMS Associate Administrator Melissa
13 Bailey to discuss this issue. She committed to look into the potential to find funds to provide
14 that relief within the agency's current spending authority.

15 While meeting with FSIS in Washington, D.C., Kristopher Kelley and Mr. Carter each
16 held conversations with some of the agency participants about issues that prevent the NBA from
17 petitioning the agency to become an amenable species. One of the major issues is the restriction
18 on field harvest of animals under the Federal Meat Inspection Act. FSIS contacted Mr. Kelley
19 last week to report that a petition for amenable species can include a request for allowing
20 special handling provisions. Discussion was held. Mr. Carter agreed to develop an overview of
21 all issues that would change if bison were to be designated as an amenable species.

22 Mr. Carter reported that the NBA filed formal comments on November 1st
23 recommending how the association could work with USDA to administer a Climate-Smart
24 Agriculture and Forestry Partnership Program. Those comments were filed in response to a
25 request from the agency for input on the proposed partnership program. Mr. Carter thanked
26 Mimi Hillenbrand for her input in developing the written comments.

27 Mr. Carter reported that the U.S. Senate has once again declared the first Saturday of
28 November as National Bison Day in response to a request from the Wildlife Conservation
29 Society, the National Bison Association and the InterTribal Buffalo Council. Eloise Mongillo

1 has been coordinating a week of promotional activities on our social medial platforms this
2 week.

3 Mr. Carter noted that the USDA Foreign Agriculture Service is soliciting participation
4 from the bison industry for a trade delegation to the United Arab Emirates planned for early
5 2022.

6 Chairman Gehring reported that the National Buffalo Foundation and the Throlson
7 American Bison Foundation are nearing agreement on a formal merger.

8 Jim Matheson said the NBA will be doing a relaunch of the Bison Producers' App in
9 January, with some additional add-ons. Kremer Buffalo Co will be conducting a pilot project
10 with the app and will provide a report at the conference.

11 Karen Conley provided a report on the Communications Director. She reported that she
12 is working to get *Bison World* back on schedule.

13 Chad Kremer noted that the Custer State Park auction is on National Bison Day. He
14 noted that he has been receiving some calls and inquiries.

15 Discussion returned to long-term strategic planning. Donnis Baggett recommended that
16 the board hold a special one-topic board meeting in December. Jim Matheson suggested
17 conducting a survey prior to the meeting. Mr. Matheson will be reaching out to the board
18 members to get input on the potential questions to be asked. Consensus was expressed that the
19 NBA conduct a survey, to be followed by a special board meeting in December.

20 Mr. Carter noted that Elizabeth Riffle has been elected as the new regional
21 representative from Region VI. He also reported that he and Mr. Baggett will be at the National
22 Association of Farm Broadcasting Trade Talk event on November 18th. Mr. Carter will also be
23 representing the NBA at the Canadian Bison Association meeting on November 22nd.

24 There being no additional business to come before the board, and upon motion made,
25 seconded and carried, the meeting adjourned at 8:00 p.m.

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27 Respectfully Submitted,

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Joe Graham, Secretary

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4 David E. Carter, Recording Secretary

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