

1 were previously distributed. Ken Klemm made a motion to accept those minutes as presented.
2 Said motion was seconded and carried.

3 Mr. Carter provided a financial report through May. The Finance Committee met on
4 June 21st to review the year-to-date (YTD) financial performance through May. Gross profit in
5 May of \$22,387 was \$18,361 below budget, and the YTD gross profit through May of \$313,228
6 was \$7,110 below budget. The deviation is largely the result of timing in *Bison World*
7 advertising and Growth Fund revenue. Total expenses in May of \$36,452 were \$19,015 below
8 budget, and YTD expenses through May of \$327,003 were \$18,392 below budget. Timing of
9 communications and North American Bison Registry expenses were the primary reasons for the
10 deviation. After adjustments and designated reserve, the net results of (\$20,046) in May were
11 \$1,022 better than budgeted, and the YTD net results of (\$20,046) were \$11,650 better than
12 budgeted. A motion was made by Mimi Hillenbrand to approve. Said motion was seconded and
13 carried.

14 Dave Carter reported that the Executive Committee was recommending a change in the
15 life membership actuarial table. When a life membership is purchased, the entire \$3,000 is
16 deposited into a restricted account, with the proceeds then brought back into the operating
17 budget in equal increments over a 30-year period. The NBA Executive Committee discussed
18 this issue on May 25th and agreed to recommend that the 30-year actuarial period be adjusted to
19 15 years. This would more accurately reflect the likely lifespan of people purchasing life
20 memberships. This will result in a significant one-time increase of about \$30,000 in revenue. A
21 motion was made by Joe Graham to approve the recommended change in the actuarial table for
22 life members. Said motion was seconded and carried.

23 Mr. Carter explained that the NBA Finance-Investment Policy contains the following
24 provision:

25 The association will contract for a financial review every two years, with an audit to be
26 conducted every six years. All financial reviews and audits shall cover the designated
27 year, in addition to the three-month period preceding and the three-month period
28 following the year being reviewed or audited.

29 A financial review was scheduled for the 2020 performance. NBA accountant Teresa Amos has
30 been soliciting bids for a 2020 financial review, but the bids received are in excess of \$13,000,

1 compared to approximately \$5,000 for the last review. The Executive Committee has
2 recommended a one-year postponement of the financial review. Discussion was held. A motion
3 was made by Joe Graham to approve a one-year postponement of the financial review. Said
4 motion was seconded and carried.

5 Mr. Carter reviewed the recommended nine-month budget with the board. He noted that
6 the staff and Finance Committee have worked diligently to develop the nine-month budget
7 being presented for consideration. The proposed budget, with the changes in the actuary table
8 and a delay of the financial review, projects gross profit in 2021 of \$744,648, compared to
9 \$796,006 in 2020. Expenses for 2021 are projected at \$728,961, compared to \$740,645 in 2020.
10 After adjustments and designated reserves, the budget projects net income of \$562, compared to
11 \$39,760 in 2020. Carie Starr made a motion to approve the nine-month budget, as presented.
12 Said motion was seconded and carried.

13 Jim Matheson provided a membership report. The NBA membership count is 1,161 as of
14 June 23rd, which is a slight decline of eight members. However, the active and three-year
15 membership categories have both shown slight increases. There is a fairly steady transition of
16 members from Friend of the Buffalo to Supporter category. Mr. Matheson noted that the
17 strategic plan calls for a gain of 50 new members. He noted that there has been a lack of staff
18 time to conduct a membership drive. Campbell Burgess noted that there was a large turnout of
19 new members at the Texas Bison Association meeting, and those members are very eager for
20 educational resources. Ken Klemm recommended that the NBA put advertising in state/regional
21 publications regarding the NBA resources. Donnis Baggett recommended that members be
22 encouraged to promote NBA membership to anyone approaching them for breeding stock.

23 Eloise Mongillo provided a report of the Development Director. The Development
24 Committee has been meeting monthly to assist her with plans for fundraising moving forward.
25 She reported that she is working on establishing a gift acceptance policy. She noted that she is
26 preparing to submit a grant for the USDA Regional Food Systems grant. Also, she has been
27 implementing the Raisers' Edge database and the donor portfolio. Eloise noted that National
28 Bison Day, Giving Tuesday and the Center of Excellence matching gift are all opportunities for
29 fundraising.

1 Mr. Carter provided a report on the Center of Excellence for Bison Studies. The Center
2 of Excellence made its first annual round of research awards in May, by selecting eight
3 proposals to be funded with \$324,194 made available through the National Buffalo Foundation.
4 Those awarded projects were selected from 32 letters of intent and 16 full proposals. The NBA
5 Science and Research Committee served as the review panel for the proposals.

6 The projects funded are:

- 7 • A baseline inventory assessment of biological and cultural impacts of buffalo restoration
8 in Indian country (InterTribal Buffalo Council);
- 9 • An integrated approach to assess parasite burden and anthelmintic treatment success in
10 North American bison (Kansas State University);
- 11 • Benchmarking live animal and carcass quality outcomes at slaughter to identify factors
12 impacting bison carcass value (Colorado State University);
- 13 • Bison on the move: How translocations affect bison production and disease prevalence
14 across space, time, and organization (South Dakota State University);
- 15 • Characterization of bovine viral diarrhea virus (BVDV) in bison (South Dakota State
16 University);
- 17 • Comparison of ground nesting bee (Apoidea) abundance and diversity between bison
18 wallows and adjacent prairie (USDA – Agricultural Research Service);
- 19 • Habitat use and avoidance in a large, patchy landscape by American plains bison:
20 Implications for management and conservation of the species (University of Nebraska –
21 Kearney);
- 22 • Investigating the ruminal metagenome of grass-fed bison to uncover metabolic activities
23 that impact the efficiency of forage utilization (South Dakota State University).

24 The Chair called for Committee reports.

25 Boyd Meyer provided a report from the Gold Trophy Show and Sale Committee. The Gold
26 Trophy Show and Sale will be returning to the National Western Stock Show in January 2022.
27 The GTSS Committee met on June 17 to discuss a conflict between a consignor and buyer at the
28 2021 sale. A yearling bull purchased at the 2021 GTSS, in which the consignor followed all the
29 rules and had an acceptable semen test that was accepted by the GTSS vet, had an inadequate
30 semen test about 60 days after the sale, according to the buyer. The buyer is seeking some type

1 of compensation or damages. No action was taken by the board. Chad Kremer recommended
2 that future sales list the bulls as breeding bull “prospects.”

3 Jim Matheson noted that the Request for Proposals for auctioneer at the 2022 GTSS were
4 issued on June 18th.

5 Jud Seaman noted that there are a lot of claims being made at auctions regarding the lineage
6 of animals being sold. He recommended that GTSS should start conducting parentage testing on
7 all animals consigned. Discussion was held. No action was taken.

8 Mr. Carter reported on the Science and Research Committee. Dr. Dave Hunter announced
9 that he will be stepping down from his position as chair. New members of the committee are Joe
10 Graham, Dr. Margaret Parker, Corissa Busse, and Jeremy Ruhter.

11 Mr. Carter reported that the twice annual Commercial Marketers’ Survey was conducted in
12 late May, and the results will be shared with the NBA membership at Summer Conference.
13 Based on feedback from some marketers, this survey will be revised before being issued in
14 November.

15 He also noted that the NBA is using Growth Fund dollars to support the participation of
16 commercial marketers in several upcoming BBQ and cooking events. The Q Series of BBQ
17 events will include bison at three upcoming events: July 9-10, Arrowhead Stadium, Kansas City
18 (North American Bison, L.L.C.), September 17-19 at Empower Field in Denver (Rocky Mtn.
19 Natural Meats), and October 1-3 at Kiener Plaza Park in St. Louis (North American Bison,
20 L.L.C.). We are also helping to underwrite participation with the World Food Championship
21 Competition, November 5-9, in Dallas, TX.

22 As per the 2021 Strategic Plan, the NBA is working to establish a sponsored
23 relationship with some Shiftcon social media influencers.

24 Mr. Carter reviewed the 2021 Strategic Plan that was developed following a Board
25 planning session in December 2020. He noted that the staff has developed job descriptions, and
26 that the Executive Committee is considering alternatives for increasing the capacity of the NBA.
27 He also noted that the last long term strategic planning session was held in 2016. It would be
28 very beneficial for the board to schedule a two-day meeting for strategic planning in early 2022.
29 Discussion was held, and a consensus expressed to hold a two-day planning session in March or
30 April next year.

1 Mr. Carter noted that the 2021 Strategic Plan placed a priority on developing a
2 relationship with the U.S. Meat Export Federation. Mr. Carter and Mr. Matheson met with
3 USMEF CEO Dan Halstrom and two other USMEF representatives in June to discuss formal
4 participation by the NBA. Mr. Carter recommended that the NBA join USMEF as an
5 Agribusiness Member at \$2,691/yr., with Growth Fund resources to be used for our membership
6 dues. Campbell Burgess made a motion to approve the recommendation as presented. Said
7 motion was seconded and carried.

8 Mr. Carter reviewed legislative and regulatory issues.

9 USDA's Agricultural Marketing Service has still not issued the second round of bid
10 solicitations for the Section 32 purchase program authorized last November. AMS has
11 implemented some changes in the technical specifications for the second round of purchases,
12 with the intent of positioning bison to be utilized in the school lunch program.

13 The NBA submitted formal comments to USDA on June 21st, pursuant to an April 21st
14 request for public comments in response to the President's Executive Order to solicit input to
15 support "Resilient, Diverse, Secure Supply Chains". The NBA comments include
16 recommendations at all levels of the supply chain, including animal production, meat
17 processing, and bison meat marketing.

18 The association also issued public comments in May in response to an AMS public
19 notice requesting input on recommendations to support climate smart agriculture. The NBA
20 comments recommend establishing an accredited third-party verification system for carbon
21 sequestration, increasing financial incentives for producers, expanding technical assistance, and
22 rewarding early adapters.

23 Mr. Carter said that the NBA is still attempting to get the House Energy and Commerce
24 Committee's Health Subcommittee to schedule a hearing on the Truth in Buffalo Labeling bill.
25 He has suggested that a hearing be calendared in September, during a potential NBA Legislative
26 Roundup. The NBA has also been working to get additional co-sponsors for this bill.

27 Mr. Carter said that according to the National Sustainable Ag Coalition, the prospects
28 for passage of the Strengthening Local Meat Processing Act as stand-alone legislation are
29 increasingly dim. Provisions of this bill will likely be included in the next Farm Bill. The NBA
30 included this legislation in its comments regarding strengthening the supply chain.

1 Kristopher Kelley reported that the Small Meat Processors Working Group has been
2 discussing the amenable species designation as it affects bison. He said the committee would
3 like an update from the National Bison Association.

4 Agriculture Secretary Tom Vilsack sent a formal response in May to the NBA's request
5 that eliminating the 20 percent tariff on U.S. bison exports to the European Union be a priority
6 in any upcoming trade negotiations. The letter read, in part, "Thank you for requesting priority
7 be given to eliminating the 20 percent tariff on U.S. bison meat in the trade negotiations with
8 the European Union and the United Kingdom. The USDA is working closely with the Office of
9 the U.S. Trade Representative to ensure U.S. exports of bison have greater market access
10 abroad. The information provided to USDA will be helpful in our considerations on how to
11 address market access concerns and competitiveness determinations with the European Union
12 and the United Kingdom."

13 Mr. Carter said that the USDA Agricultural Trade Advisory Committees met virtually
14 earlier on June 21st. The Committee on Animals and Animal Products agreed to send a joint
15 letter to Secretary Vilsack and Trade Ambassador Tai outlining agriculture's priorities for any
16 EU negotiations. Our priorities will be included in that letter.

17 USDA FAS is continuing to work on opening Japan, Taiwan and Korea, but no
18 developments are expected soon. Marketers in The United Arab Emirates are expressing an
19 interest in importing U.S. bison meat. We are working with USDA's Foreign Agriculture
20 Service to get UAE added to the FSIS Export Library.

21 Mr. Carter said that he thinks it will be important to hold a Washington Roundup this
22 fall. The dates he recommended are September 20-23rd, as both chambers are in session that
23 week. He also recommended that—because of security difficulties—the NBA take a very small,
24 targeted group in person this year, but work to include additional members virtually.

25 In February, the Throlson American Bison Foundation formally voted to change its
26 name to the National Bison Foundation. Discussions have been continuing regarding a potential
27 merger of the National Bison Foundation and the National Buffalo Foundation. One major area
28 of negotiation is the governance of any new foundation. The National Bison Association is the
29 sole member of the National Bison Foundation, so will need to agree to any new proposed
30 governance structure. Mr. Carter said he believes that it will be possible to develop a structure

1 that will maintain NBA's direct role in any restructured foundation without the NBA being the
2 sole member of that foundation. Discussion was held. No action was taken.

3 The Chair called on directors for regional reports.

4 Mary Adams provided a report from Region I. She said there have been a lot of new
5 members in Region I.

6 Boyd Meyer provided a report on Region II. He reported that Larry Higgins, longtime
7 NBA member, passed away recently. He said the drought is starting to impact portions of
8 Region II, and that hay is going to be very high in price.

9 Jeremy Allemann provided a report from Region V. He reported that the Wisconsin
10 Legislature has passed a strong meat labeling bill. The Wisconsin Bison Association is hosting a
11 conference in October.

12 Ken Klemm provided a report from Region IV. He said that meat processing capacity is
13 starting to ease up in his area.

14 Kevin Leier provided a report from Region III. He reported that the drought is extremely
15 severe in his region. In his state of North Dakota, the drought is the most severe in 127 years. If
16 conditions don't change, the Agriculture Commissioner has said that North Dakota could lose
17 2/3 of its beef herd. The commissioner said that liquidations are going to be very severe.

18 Campbell Burgess provided a report from Region VI. He said that he was very
19 encouraged by the number of new producers at the Texas Bison Association summer meeting.

20 Carie Starr provided a report from Region VII. She noted that the Eastern Bison
21 Association is looking for someone to host a fall conference. She said that processing
22 appointments are becoming easier to secure.

23 Kristopher Kelley provided a report from Region VIII. He noted that some producers
24 overbooked processing, which is contributing to the easing of processing capacity.

25 Karen Conley provided a report of the Communications Director. She noted that she is
26 working to get *Bison World* back on schedule. Social media is tracking very well.

27 Dave Carter reported that the staff will be holding a staff planning session on July 8-10
28 in Rapid City.

29 Boyd Meyer recommended that the NBA closely monitor the next Section 32 round of
30 solicitations and be prepared to follow-up with an additional request to USDA, if needed. There

1 being no additional business to come before the board, and upon motion made, seconded and
2 carried, the full board adjourned at 4:15 p.m.

3 The Executive Committee then entered into executive session with the Executive
4 Director to discuss NBA capacity development. The Executive Committee emerged from
5 executive session at 5:10 p.m. with no report.

6 Respectfully Submitted,

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9 Joe Graham, Secretary

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12 David E. Carter

13 Recording Secretary

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