

**Montana Beef Council Board of Directors Meeting Minutes  
January 15, 2021 | Montana Beef Council office, Billings**

**Call to Order, Welcome and Introductions:** President Kiley Martinell called the meeting to order at 8:18 a.m., led the Pledge of Allegiance, welcomed attendees, and asked for introductions.

**Members Present:** Kiley Martinell (President), Montana Stockgrowers Association; Brett Dailey (Vice President), Montana Farmers Union; Kathy Creighton-Smith (virtual), Montana Angus Association; Bill Cok (virtual), Montana Dairymen; Bruce Lee (virtual, for Gary Wold), Montana Cattlemen's Association; Wes Jensen (virtual), Montana Farm Bureau Federation; Andy Tuss, Montana Food Distributors Association; Andy Kellom, Montana Cattle Feeders; Heather Fryer, Montana CattleWomen Inc.; Shane Flowers, Montana Meat Processors Association. Staff: Chaley Harney, Sue Broyles (virtual) and Tammy Bridges (virtual). USDA: Kahl Sesker (virtual). CBB: Lynda Grande (virtual). Not present: Travis Choat, Montana Stockgrowers Association; Corey Schultz, Montana Livestock Auction Market Association; Katie Cooper, CBB; Turk Stovall, CBB.

**Approval of Agenda:** President Kiley Martinell asked if there were any additions or amendments to the agenda. Brett Dailey moved to approve the agenda as printed and Shane Flowers seconded. Motion passed.

**Approval of Minutes:** President Kiley Martinell asked if there were any additions or corrections to be made to the minutes from the September 25, 2020 meeting. Andy Kellom moved to approve the minutes as mailed and Heather Fryer seconded. Motion passed.

**Financial Reading:** Business Manager Sue Broyles shared MBC's financial standing as of December 31, 2020 with the members.

**MBC 2020 Audit Report, Tyler Kaftan, CPA, Wipfli:** The board received draft copies of MBC's 2020 Audit Report which Tyler Kaftan, CPA reviewed with the board. He indicated that there were no significant findings. The entire board reviewed the 2020 draft Audit Report. The final report will be reviewed and approved by the board. It was suggested that the board request an update from the firm that manages MBC's investments.

**Montana Beef Quality Assurance Update, Bill Pelton, Montana BQA:** Bill Pelton and Darci Pelton shared an update on Montana BQA strategies for the coming year.

**Officer Reports:**

**President-** Kiley Martinell reported that she continues to stay in contact with the office and reminded board members to review the Duties of Council Members, which are included in each member's binder.

**Officer Reports (continued):**

**Vice President-** Brett Dailey did not have anything to report but also encouraged board members to stay engaged and attend meetings.

**Executive Director-** Chaley Harney provided an update on the status of the R-CALF v. USDA lawsuit as well as a program update for the past few months.

**National Reports:**

**Cattlemen's Beef Board-** Lynda Grande shared that she will be attending the virtual Winter Business Meetings and is looking forward to the new committee structure based on the new Beef Industry Long Range Plan.

Libby Stauder introduced herself as the newest CBB staff member and a resource for MBC on issues relating to checkoff misinformation and issues communication. Greg Hanes shared a CEO update and provided a checkoff lawsuit update.

**U.S. Meat Export Federation-** Heather Fryer and Brett Dailey attended the recent virtual USMEF meeting. A printed report by Heather Fryer was included in the board member's packets. Board members received a copy of the latest export statistics from USDA and USMEF.

Dan Halstrom and John Hinnners provided the board with an international marketing update and USMEF's worldwide beef promotion efforts on behalf of the checkoff.

**Federation of State Beef Councils-** Federation Directors Kiley Martinell, Kathy Creighton-Smith and Andy Kellom shared that they would be attending the virtual Winter Business Meeting.

Todd Johnson and Don Waite presented a brief history of the Federation and then shared the various ways the Federation staff have collaborated with MBC to prepare and assist with local projects as well as help extend national assets.

**Committee Reports:**

The board heard reports from the following committees:

**Executive-** Chairwoman Kiley Martinell reported that the committee recommended that MBC trade in the current vehicle, after some mechanical issues arose, for a new vehicle. Kiley also shared that with MBC budget reorganization and the new Beef Industry Long Range Plan, the executive committee will review MBC's current committee structure and make any recommendations by the next board meeting.

**Committee Reports (continued):**

**Budget-** Chairman Brett Dailey reviewed the proposed budget amendments with the board and moved to approve the amendments. Andy Kellom seconded. Motion passed.

**Bylaws-** Chairman Andy Kellom did not have anything to report.

**Education-** Chairman Corey Schultz was not present to report.

**Producer Communication-** Chairman Travis Choat was not present to report.

**Promotion-** Chairman Brett Dailey did not have anything to report.

**Special Committee Reports:**

The board heard reports from the following special committees:

**Collections and Compliance-** Chairwoman Heather Fryer, Director of Collections and Compliance Tammy Bridges.

**\$0.25 Montana Research-** Chairwoman Kathy Creighton-Smith

**Nominating-** Chairwoman Kiley Martinell

**USDA Agriculture Marketing Service Update-** Kahl Sesker provided an update from the Agriculture Marketing Service.

**Unfinished Business:**

**Montana Angus Association Membership Verification/Status-** The Montana Angus Association membership has been verified and they are in good standing.

**New Business:**

**Desert Mountain Broadcasting Proposal-** The board reviewed a proposal for radio and digital advertising services and chose not to fund it at this time but requested that they submit a proposal by August 1 for potential funding in the next fiscal year.

**KMON Radio Proposal-** The board reviewed a proposal for radio advertising services and chose not to fund it at this time but requested that they submit a proposal by August 1 for potential funding in the next fiscal year.

**Adjournment:** President Kiley Martinell asked if there was any further business to come before the board and seeing none she called for adjournment. Heather Fryer moved to adjourn, and Shane Flowers seconded. Motion passed. The meeting was adjourned at 1:15 p.m.

**Next Meeting:** The next regularly scheduled board meeting will take place at 8:00 a.m. on May 21, 2021 in Helena, MT. The meeting will be one full day with the morning focusing on setting strategic priorities and the afternoon session set aside for the business meeting.