

**DRAFT MINUTES  
CATTLEMEN'S BEEF PROMOTION AND RESEARCH BOARD  
GAYLORD OPRYLAND HOTEL & CONVENTION CENTER  
NASHVILLE, TENNESSEE  
February 3, 2017**

**Meeting Called to Order**

Chairman Anne Anderson called the 61st meeting of the Cattlemen's Beef Promotion and Research Board to order at 4:30 p.m. and led CBB members in the Pledge of Allegiance. Vice Chairman Brett Morris gave the Invocation.

**Establish a Quorum**

Chairman Anderson declared a quorum was present.

**Agenda**

Jack Parent moved and Lynn Keetch seconded approval of the agenda as posted on the CBB meeting site. Motion approved.

**Minutes**

Sarah Childs moved and Jana Malot seconded to approve the July 15, 2016 Board meeting minutes as posted on the CBB meeting site. Motion approved.

**Audit Committee Report**

Kent Pruismann, chair of the CBB Audit Committee, reported that the committee met with representatives from Clifton Larson Allen LLP, CBB's independent audit firm. Clifton Larson Allen, LLP completed the audit of CBB's financial statements for the fiscal year ending September 30, 2016. The audit report stated that the Board's financial statements were fairly presented under the modified cash basis of accounting and the Board's expenditures for administration were below the 5-percent limitation. The auditors also reported that nothing came to their attention that caused them to believe the Board was not in compliance with the Act & Order.

Kent Pruismann moved and Chuck Kiker seconded to recommend Clifton Larson Allen, LLP be retained as the Board's audit firm for FY 2017. Motion passed.

Jean Bushong, Clifton Larson Allen, LLP, presented details from the FY 2016 audit of the Beef Board.

**Financial Report**

Katherine Ayers, CBB Chief Financial Officer, presented an overview of CBB's financial statements for the fiscal year ended September 30, 2016. Ms. Ayers reported that assessment revenues were \$39.3 million during 2016. Interest revenues were \$109,000 during 2016 (copies of financial statements were posted to the Board meeting website).

Ms. Ayers then reviewed the December 2016 unaudited financial statements (copies posted to the Board website) and reported that year-to-date revenues as of December 2016, indicate that FY 2017 revenue should be in line with the projection of \$40.7 million.

## **FY 2017 Budget Amendment**

Ms. Ayers presented a proposed budget amendment to the FY 2017 CBB budget for an increase of \$100,000 to the USDA oversight category. The monies are proposed to be moved from the unappropriated funds into the USDA oversight fund category.

Gary Sharp moved and Janna Stubbs seconded to approve the amended FY 2017 budget. Motion passed.

## **Executive Committee Report**

Executive Committee chairman Brett Morris explained that the Executive Committee carried out Board policies, conducted Board business, and made decisions necessary to administer the terms and provisions of the Act and Order between meetings of the full Board and under policies established by the Board. Questions or concerns about any Beef Board issues and/or the actions taken by the Executive Committee should be forwarded to the CBB office.

Mr. Morris recognized the members of the 2016 Executive Committee and thanked them for their efforts.

Mr. Morris reviewed the Executive Committee's actions since the previous full Board meeting in July 13, 2016.

Brett Morris moved and Kent Pruismann seconded to ratify the actions in the July 13, 2016 and September 14, 2016 Executive Committee meeting minutes and the actions in the August 3, October 26, November 30, 2016 and January 25, 2017 Executive Committee conference call minutes as posted on the CBB meeting site after each meeting and call, and included in the Board's preparatory meeting materials. Motion passed.

## **Committee Reports**

The Board heard reports from the following committees and working groups:

- Consumer Trust Committee – Co-Chair Janna Stubbs
- Export Growth Committee – Co-Chair Hugh Sanburg
- Innovation Committee – Co-Chair Sarah Childs
- Nutrition & Health Committee – Co-Chair Jared Brackett
- Safety Committee – Co-Chair Mike Smith
- Market Research Working Group – Co-Chairman Bill McDonald
- Investor Relations Working Group – Co-Chairman Jo Stanko
- Evaluation Advisory Committee – Chairman Chuck Coffey

## **Management Report**

CEO Polly Ruhland presented a CBB management report.

## **CBB Nominating Committee Report**

Jimmy Maxey, chairman of the CBB Nominating Committee, recognized the members of the Nominating Committee: Jeanne Harland, IL; Jackie Means, TX; Terry Wyatt, OK; Kristy Lage, NE; Bill McLean, WA; and Kent Pruismann, IA. Mr. Maxey reminded the Board that the newly elected positions would take effect upon the close of this meeting.

Mr. Maxey reported that the Nominating Committee recommended Brett Morris as the Beef Board's 2017 chairman.

Chairman Anderson asked if there were any nominations from the floor. (No nominations were received from the floor.)

Kent Pruismann moved and Rob Von Der Leith seconded to close nominations and elect Brett Morris by acclamation as Beef Board chairman for 2017. Motion approved.

Mr. Maxey reported that the Nominating Committee recommended Joan Ruskamp as Beef Board's 2017 vice chairman.

Chairman Anderson asked if there were any nominations from the floor. (No nominations were received from the floor.)

Jackie Means moved and Richard Winter seconded to close nominations and elect Joan Ruskamp by acclamation as Beef Board vice chairman for 2017. Motion approved.

Mr. Maxey reported that the Nominating Committee recommended Chuck Coffey as Beef Board's 2017 Secretary/Treasurer.

Chairman Anderson asked if there were any nominations from the floor. (No nominations were received from the floor.)

Chuck Kiker moved and Jeanne Harland seconded to close nominations and elect Chuck Coffey by acclamation as Beef Board secretary/treasurer for 2017. Motion approved.

Mr. Maxey reported that the Beef Board's Executive Committee consists of the three CBB officers and eight others. He also reported that the Nominating Committee recommended the following people be named as 2017 Beef Board Executive Committee members:

Jared Brackett, ID	Bill King, NM	Don Smith, TX
Barbara Jacques, OK	Paul Moss, TN	Richard Winter, TX
Amelia Kent, LA	Gary Sharp, SD	

Chairman Anderson asked if there were any nominations from the floor. (No nominations were received from the floor.)

Kent Pruismann moved and Bill McLean seconded to close nominations and elect the slate of 2017 Executive Committee candidates by acclamation. Motion approved.

Mr. Maxey reported that the Beef Promotion Operating Committee consists of the three Beef Board officers, seven elected Beef Board members, and 10 Federation of State Beef Council representatives. He also reported that the Nominating Committee recommended the following people be named as 2017

Beef Promotion Operating Committee members from the Beef Board:

Tammy Basel, SD  
Sarah Childs, FL  
Stacy McClintock, KS

Bob Mitchell, WI  
Hugh Sanburg, CO  
Mike Smith, CA

Janna Stubbs, TX

Chairman Anderson asked if there were any nominations from the floor. (No nominations were received from the floor.)

Kristy Lage moved and Gary Sharp seconded to close nominations and elect the slate of 2017 Operating Committee candidates by acclamation. Motion approved.

### **Other Business**

Chairman Anderson presented the gavel to newly elected 2017 CBB Chairman Brett Morris.

Mr. Morris accepted the gavel and spoke a few words, and then turned the podium back to outgoing Chairman Anne Anderson.

Chairman Anderson extended her personal thanks to the outgoing Beef Board members for their hard work and dedicated service to the Beef Board, the Beef Checkoff Program, and the beef industry. She also said a few words of farewell.

No new business was brought to the attention of the Board.

There being no further business, Robert Fountain moved and Sarah Childs seconded to adjourn the CBB meeting. The meeting was adjourned at 5:45 p.m.