

ARKANSAS BEEF COUNCIL MEETING

Minutes

February 27, 2024

10:00 a.m.

Members Present: Caleb Plyer, Terry Laster, Sharon "Kay" Casey, Jerry Christie, Samuel Cecil, and Robert Campbell

Members Absent: Chase Groves

Chair Caleb Plyer, called the meeting to order and welcomed all members and guests.

Jerry Christie moved to approve the December 7, 2023; minutes as presented. Sharon "Kay" Casey seconded.

Motion carried.

Inoussa Zaki, Chief Fiscal Officer, presented the financial report for July 1, 2023, to January 31, 2024. **Attachment 1**

Terry Laster moved to approve the financial report as presented. Jerry Christie seconded.

Motion carried.

Jerry Christie gave an update about past meetings attended, such as the NCBA Convention in Orlando.

Caleb Plyer gave update on the Cattlemen's Beef Board report and noted that he was interviewed and added to the Executive Committee.

Sam Cecil gave an update on the US Meat Export Federation and upcoming meetings and noted that Terry Laster has been added to US Meat Export Federation as the Farm Bureau Representative.

University of Arkansas Division of Agriculture Programs

Daniel Rivera gave an update on recent projects and presented the current analysis of the Alternative Methods for Finishing Beef Cattle project. **PROVIDES HANDOUT**

Dr. Kelly Vierck gave an update on projects, studies, and meat education.

Dr. Derico Setyabrata provided an update on the grants and projects he is working on.

Ms. Allison Harman gave an update on Arkansas Quiz Bowl and recent contest.

Dr. Maggie Justice shows the cow simulator, provides an update on past events the simulator has been used and the upcoming events it will be featured. Dr. Justice also gave an update on the continuing education programs.

Arkansas CattleWoman Association

Mrs. Betty Garner was not able to attend the meeting, Caleb Plyer gave an update on the events Arkansas CattleWoman attended and are planning to attend.

Arkansas Cattlemen's Association

Mrs. Michelle Bufkin- Horton gave an update that she is now the Arkansas Cattlemen's Association Executive Vice President. She also provides an update on the upcoming conferences.

Beef Council Activities

Mr. Patrick Fisk provides an update on the convection he attended and the checkoff committee meetings. He provides an update on upcoming NCBA meetings. Mr. Fisk provides an update that the board has two open appointments and how to apply. Mr. Fisk shows promotional items that have been ordered.

Ms. Mindy Sloan gave an update on past events she has attended and the upcoming events she will be setting up the Beef Council booth.

Mr. Patrick Fisk introduces Mr. Tillman Treat as the new Administrator of the Arkansas Beef Council.

Mr. Tillman Treat introduces himself to the board and provides a small personal history for the board.

Sharon "Kay" Casey makes motion to appoint Mr. Tillman Treat as the administrator, Robert Campbell seconded.

Motion carried.

Donette Spann provides update on Beef in the classroom and grant reports.

Terry Laster makes motion to approve the stipend for January, Jerry Christie seconded.

Motion carried.

The council scheduled the next meeting for May 29, 2024, for 9:00am at the Arkansas Department of Agriculture.

Robert Campbell moved to approve no further business. Jerry Christie seconded.

Motion Carried.

Meeting adjourned.



Caleb Plyer, Chairman

Arkansas Department of Agriculture
Arkansas Beef Council
FY24 Budget Expenditures Summary
January 31, 2024

| | <u>Actual</u> | <u>Budget %</u> | <u>Budgeted</u> |
|---|------------------|-----------------|------------------|
| Revenue: | | | |
| Beef Assessment | \$ 550,408 | 59% | \$940,000 |
| Other Reimbursements | \$ 378 | | \$ - |
| Beef Council Holding | \$ (324) | | \$ - |
| Treasury Charges | \$ (8,075) | 59% | \$ (13,640) |
| Net Revenues: | \$542,387 | 59% | \$926,360 |
| | | | |
| | <u>Actual</u> | <u>Budget %</u> | <u>Budgeted</u> |
| Expenses: | | | |
| <u>Remittance</u> (Cattlemen's Beef Promotion & Research Board) | \$ 266,436 | 61% | \$440,000 |
| (Other State Beef Councils) | \$ 31,509 | 53% | \$ 60,000 |
| Remittance Subtotal: | \$297,944 | 60% | \$500,000 |
| | | | |
| <u>Core Budget Items</u> | | | |
| National Commitment (Federation of State Beef Cou | \$ 26,000 | 100% | \$ 26,000 |
| US Meat Export Federation (USMEF Dues) | \$ 8,600 | 74% | \$ 11,600 |
| Board Travel/Meeting Expense/Forms | \$ 7,038 | 37% | \$ 19,000 |
| Administration/Promotion Agreement | \$ 18,529 | - | - |
| Core Budget Subtotal: | \$ 60,167 | 106% | \$ 56,600 |
| | | | |
| <u>Cooperator Funding</u> | | | |
| Ag Learning Center | \$ - | - | \$ 10,000 |
| Arkansas Cattlemen's Association | \$ 5,055 | 84% | \$ 6,000 |
| Arkansas CattleWomen's Association | \$ 6,676 | 56% | \$ 12,000 |
| Arkansas Farm Bureau | \$ - | - | \$ 15,100 |
| <u>U of A: Information/Education Projects</u> | | | |
| Beef Quality Assurance | \$ - | 0% | \$ 8,400 |
| Youth Beef Quiz Bowl | \$ - | 0% | \$ 6,100 |
| Meat Science Quiz Bowl Team | \$ - | 0% | \$ 7,200 |
| Beef Short Course | \$ - | 0% | \$ 9,650 |
| Meats Education | \$ - | 0% | \$ 5,000 |
| Cooperator Subtotal: | \$ 11,731 | 15% | \$ 79,450 |
| | | | |
| <u>U of A: Research</u> | | | |
| Utilization of Dry-Aged Waste Products | \$ - | - | \$ - |
| Shipping optimization of meat e-commerce | \$ 8,497 | 44% | \$ 19,390 |
| Impact of toxic fescue on beef tenderness | \$ - | - | \$ 16,900 |
| Alt. methods for finishing beef cattle | \$ - | - | \$ 23,940 |
| Research Subtotal: | \$ 8,497 | 14% | \$ 60,230 |
| | | | |
| <u>Council Programs</u> | | | |
| Retail/Foodservice | \$ 1,234 | 6% | \$ 21,000 |
| Education and Nutrition Information | \$ 9,412 | 47% | \$ 20,000 |
| Consumer Advertising and Events | \$ 21,531 | 39% | \$ 55,200 |
| Public Relations | \$ 59,765 | 144% | \$ 41,500 |
| Producer Communications | \$ 13,439 | 44% | \$ 30,700 |
| Council Subtotal: | \$ 105,381 | 63% | \$168,400 |
| | | | |
| Total Expenditures (Including Remittances): | \$483,720 | 56% | \$864,680 |
| | | | |
| Beginning Fund Balance July 01, 2023 | \$ 137,643 | | |
| Ending Fund Balance January 31, 2024 | \$ 196,310 | | |
| Established Reserves | \$ 90,000 | | \$ 90,000 |
| Available at January 31, 2024 | \$106,310 | | |

Arkansas Department of Agriculture
Arkansas Beef Council
Budget
FY 2023-24

| ITEM | AMOUNT REQUESTED | AMOUNT APPROVED | PRIOR YEAR FUNDING |
|--|---------------------|-------------------------|-----------------------|
| <u>Core Budget Items</u> | | | |
| National Commitment (Federation of State Beef Council) | \$26,000 | <u>\$26,000</u> | \$26,000 |
| US Meat Export Federation (USMEF Dues) | \$11,600 | <u>\$11,600</u> | \$13,600 |
| Board Travel/Meeting Expense/Forms | \$19,000 | <u>\$19,000</u> | \$19,000 |
| Administration/Promotion Agreement | \$0 | <u>\$0</u> | \$55,000 |
| Core Budget Subtotal: | \$56,600 | <u>\$56,600</u> | \$113,600 |
| <u>Cooperator Funding</u> | | | |
| Ag Learning Center | \$25,000 | <u>\$10,000</u> | \$10,000 |
| Arkansas Cattlemen's Association | \$6,000 | <u>\$6,000</u> | \$6,000 |
| Arkansas CattleWomen's Association | \$12,000 | <u>\$12,000</u> | \$10,000 |
| Arkansas Farm Bureau | \$0 | <u>\$15,100</u> | |
| <u>U of A: Information/Education Projects</u> | | | |
| Beef Quality Assurance | \$4,500 | <u>\$8,400</u> | \$7,750 |
| National Commitment (Federation of State Beef Council) | \$6,100 | <u>\$6,100</u> | \$2,600 |
| Meat Science Quiz Bowl Team | \$7,200 | <u>\$7,200</u> | \$0 |
| Beef Short Course | \$9,650 | <u>\$9,650</u> | \$8,650 |
| Meats Education | \$5,000 | <u>\$5,000</u> | \$1,500 |
| Cooperator Subtotal: | \$75,450 | <u>\$79,450</u> | \$46,500 |
| <u>U of A: Research</u> | | | |
| Utilization of Dry-Aged Waste Products | \$18,150 | \$0 | |
| Arkansas Cattlemen's Association | \$19,390 | <u>\$19,390</u> | |
| Impact of toxic fescue on beef tenderness | \$16,900 | <u>\$16,900</u> | |
| Alt. methods for finishing beef cattle | \$23,940 | <u>\$23,940</u> | |
| Research Subtotal: | \$78,380 | <u>\$60,230</u> | \$50,605 |
| <u>Council Programs</u> | | | |
| Retail/Foodservice | \$21,000 | <u>\$21,000</u> | \$15,000 |
| Education and Nutrition Information | \$33,000 | <u>\$33,000</u> | \$34,500 |
| Consumer Advertising and Events | \$55,200 | <u>\$55,200</u> | \$49,500 |
| Public Relations | \$41,500 | <u>\$41,500</u> | \$57,000 |
| Producer Communications | \$30,700 | <u>\$30,700</u> | \$37,500 |
| Council Subtotal: | \$181,400 | <u>\$181,400</u> | \$193,500 |
| Grand Total: | \$391,830 | <u>\$377,680</u> | \$404,205 |
| Established Reserves | \$90,000 | <u>\$90,000</u> | \$90,000 |
| TOTAL FY BUDGET: | \$481,830 | <u>\$467,680</u> | \$494,205 |

REVENUE SUMMARY - Monthly Collections Summary

Arkansas Beef Council 2014-2024

| Month | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 | 2020-21 | 2021-22 | 2022-23 | 2023-24 | Monthly Comparison | |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|----------|
| | | | | | | | | | | | FY24 vs FY23 | |
| July | 57,761 | 63,920 | 55,272 | 69,401 | 89,830 | 74,159 | 69,363 | 68,152 | 70,191 | 90,420 | ↑ | 20,229 |
| August | 65,167 | 53,285 | 53,698 | 49,662 | 81,981 | 62,318 | 78,315 | 81,676 | 89,847 | 70,666 | ↓ | (19,181) |
| September | 61,753 | 56,815 | 60,589 | 71,787 | 81,663 | 64,375 | 72,937 | 72,040 | 74,223 | 61,529 | ↓ | (12,694) |
| October | 76,015 | 63,668 | 62,025 | 79,456 | 71,814 | 66,489 | 82,107 | 96,524 | 77,497 | 95,201 | ↑ | 17,704 |
| November | 80,332 | 70,625 | 68,902 | 89,810 | 80,858 | 91,273 | 71,218 | 81,348 | 84,764 | 78,871 | ↓ | (5,893) |
| December | 66,420 | 60,025 | 62,173 | 98,571 | 85,172 | 90,514 | 81,226 | 91,356 | 74,328 | 85,428 | ↑ | 11,100 |
| January | 59,836 | 52,431 | 75,337 | 62,257 | 76,813 | 87,891 | 81,697 | 92,898 | 78,197 | 68,293 | ↓ | (9,904) |
| February | 47,136 | 54,054 | 66,236 | 63,990 | 58,961 | 67,797 | 84,738 | 70,443 | 76,543 | | | |
| March | 44,989 | 63,072 | 65,768 | 61,437 | 70,171 | 75,697 | 58,000 | 65,003 | 69,851 | | | |
| April | 43,791 | 62,308 | 71,513 | 74,004 | 74,095 | 54,600 | 88,610 | 78,452 | 85,449 | | | |
| May | 65,940 | 64,106 | 64,071 | 73,776 | 80,016 | 77,537 | 80,863 | 72,193 | 80,812 | | | |
| June | 56,294 | National | 72,371 | 68,645 | 71,466 | 56,027 | 62,759 | 67,759 | 82,244 | | | |
| TOTALS | 725,434 | 664,309 | 777,955 | 862,796 | 922,840 | 868,677 | 911,833 | 937,844 | 943,946 | 550,408 | | |