

## **South Dakota Soybean Research & Promotion Council Board Minutes**

**Thursday, June 21, 2018 9:00 a.m. – 5:00 p.m.**

SD Soybean Office (upstairs) ACE Board Room

Sioux Falls, SD

**Present:** Matt Bainbridge, Craig Converse, Todd Hanten, Marc Reiner, Dawn Scheier, Tim Ostrem, Mike McCranie

**Guests Present:** Jerry Schmitz, SDSA; John Horter, SDSA; Bob Metz; Steve Wik

**Staff Present:** Becky Cypher, Claire Feterl, Sarah Tveidt, Karen Bjordal, Adam Kask

### **Call to Order – Matt Bainbridge**

Chairman Bainbridge called the meeting to order at 9:06 a.m.

### **Distribute Annual Conflict of Interest Forms**

Chairman Bainbridge asked the board members to declare any new conflicts that have arisen, and to fill out the annual conflict of interest forms and return to Becky. No conflicts were reported.

### **Approval of Agenda**

Marc requested to add discussion on his USMEF executive committee term to the agenda.

**Mike McCranie moved to approve the agenda. Seconded by Todd Hanten. Motion passed unanimously.**

### **Secretary's Report – Todd Hanten**

Approve the minutes from the April 4th & 5th, 2018 Board Meetings

Approve the minutes from the February 22nd, April 17th, and May 9th, 2018 Conference Calls

**Dawn Scheier moved that they reviewed the secretary's report. Seconded by Craig Converse. Motion passed unanimously.**

### **Treasurer's Report – Todd Hanten & Karen Bjordal Review Financials**

**Mike McCranie moved to approve the financials as presented. Seconded by Dawn Scheier. Motion passed unanimously.**

### **FY18 Budget Overview**

Karen reviewed the FY18 Budget Overview in the e-folder.

### **Market Development & Research Director Report – Adam Kask**

Adam gave an update on the biodiesel infrastructure program. Currently there are 34 participants in biodiesel tanker program for FY18.

### **SDSRPC Director Election Certification – Election Committee Report**

Our election judges were Erik Gerlach with USDA-NASS, Steve Dick with Ag United, and Connie Strunk with SDSU. Erik gave an election report and stated the committee received twelve ballots, all were unopened and postmarked within the proper timeframe. They verified signatures from Beadle County on the nine ballots that were received, and the three ballots from Hand County, were not verified since the document from FSA has not been received at our office, however that is a moot point in this election. David Struck was declared the winner of District 5's election.

### **Communications Director Report – Sarah Tveidt**

Sarah gave a Hungry for Truth update. Sarah gave an overview of the Farm-to-Fork dinner. She said there were around 180 guests in attendance, and thanked the HFT volunteers. She also included a recap of the other events held recently.

### **FY19 Budget Discussion**

#### **Farmer Outreach Investment Channel**

##### Yield Contest

Sarah explained the budget document is in the e-folder.

Adam went over the farmer outreach investment channel and discussed the yield contest budget.

##### Dakotafest

Adam said the committee is keeping Dakotafest similar to last year. He said there were small changes, but the lot rent did increase. The biggest cut came from advertising.

**Mike McCranie moved to fund Dakotafest at \$61,855. Seconded by Tim Ostrem. Vote taken: 5 in favor (Craig Converse, Todd Hanten, Mike McCranie, Matt Bainbridge, Tim Ostrem) 2 opposed (Marc Reiner, Dawn Scheier). Motion passed.**

##### Checkoff Communications/Advertising

Sarah reviewed the checkoff communications and advertising budget. She was originally requesting \$279,470, but the proposal was revised to \$192,120.

**Marc Reiner moved to fund the research communications budget to \$15,000. Seconded by Dawn Scheier. Motion passed unanimously.**

##### SDARL

Sarah said SDARL is again requesting \$20,000, but that is split over two years.

**Dawn Scheier moved to fund SDARL at \$7,500. Seconded by Todd Hanten. Vote taken: 5 in favor (Craig Converse, Todd Hanten, Dawn Scheier, Matt Bainbridge, Tim Ostrem) 2 opposed (Marc Reiner, Mike McCranie). Motion passed.**

The farmer investment channel total is now \$1,045,535.

**Mike McCranie moved to fund the investment channel in the amount of \$1,045,535. Seconded by Dawn Scheier. Motion passed unanimously.**

#### **SDSU Precision Ag Facility – Dean Killefer & Mike Barber**

Mike Barber with SDSU introduced Dean Killefer, and wants the Dean to get to know the board. Mike shared the relationship between SD Soybean and SDSU and the impact it's having.

Craig mentioned NCSRP research information and that he's on their board. They get proposals from other universities, and don't want to duplicate efforts. Craig said communication is key.

Chairman Bainbridge mentioned the Precision Ag Facility and hopes SDSRPC and SDSU can work together in the future. It should be a leading ag facility in the nation, and not just localized. Mike said the ground breaking ceremony for the Precision Ag Facility will be October 5<sup>th</sup>.

The board thanked SDSU for coming today.

#### **International Marketing Investment Channel**

**Marc Reiner moved to fund the international marketing investment channel at \$799,167. Dawn Scheier recused herself from voting. Seconded by Tim Ostrem. Motion passed unanimously.**

#### **Consumer Investment Channel**

**Tim Ostrem moved to fund the Hungry for Truth budget in the amount of \$610,638. Seconded by Dawn Scheier. Motion passed unanimously.**

Sarah went through the other consumer outreach areas.

**Dawn Scheier moved to fund the consumer outreach investment channel in the amount of \$768,186 for FY19. Seconded by Marc Reiner. Motion passed unanimously.**

#### **Domestic Marketing Investment Channel**

The domestic marketing investment channel total is \$816,600.

**Mike McCranie moved to fund the domestic marketing investment channel in the amount of \$816,600. Seconded by Craig Converse. Motion passed unanimously.**

#### **Research Investment Channel**

Adam reminded the board this investment channel was already approved at the last board meeting.

### **Operations Investment Channel**

Sarah went through the operations investment channel. She said each line item was linked to the tab to give the full breakdown in the spreadsheet.

**Todd Hanten moved to remove Michael D. "Mit" Goblirsch from the Dacotah Bank operating account. Seconded by Mike McCranie. Motion passed unanimously.**

**Marc Reiner moved to amend the farmer outreach investment channel for a total of \$1,058,691. Seconded by Todd Hanten. Motion passed unanimously.**

**Marc Reiner moved to enter executive session for personnel matters at 5:32 p.m. Seconded by Tim Ostrem. Motion passed unanimously.**

Chairman Bainbridge declared the board out of executive session at 6:39 p.m. No action taken.

**Craig Converse moved to fund the operations investment channel in the amount of \$694,300. Seconded by Marc Reiner. Motion passed unanimously.**

**Marc Reiner moved to approve the finalized FY19 SDSRPC budget in the amount of \$4,862,995. Seconded by Mike McCranie. Motion passed unanimously.**

### **Chairman's Report – Matt Bainbridge**

#### Strategic Planning Update

The board would like to hold strategic planning around Commodity Classic. They all agreed this is the best attended. The board is giving staff direction to move forward.

#### Executive Director Update

No update at this time.

#### Board Representation Process Update

New assignments will be made in early July to include the new board members.

**Todd Hanten moved for Marc Reiner to continue attending the USMEF meetings through the end of his term in FY19 –next October, serving as a mentor and have another Council board member attending the last two meetings of his term. Seconded by Craig Converse. Motion passed unanimously.**

### **Executive Assistant Report – Becky Cypher**

#### **Trade Mission – Mexico Update**

The exec committee has decided not to send anyone at this time.

### **USSEC Ag Cooperators Conference**

This is a meeting in Malaysia, which they need a farmer to attend to do a presentation. Becky will work with the exec committee for approval.

### **Excellence in Ag Award Discussion**

Becky will email out a list of past winners to the board and take suggestions.

### **FY19 SDSRPC Election of Officers**

Chairman Bainbridge is stepping down due to family changes at home, and no longer wants to be eligible for the exec committee.

#### Chairman

Nominations are open for Chairman. Mike McCranie nominated Craig Converse as Chairman for FY19. Chairman Bainbridge asked for other nominations. Hearing none, **Marc Reiner moved to cast a unanimous ballot for Craig Converse as Chairman. Seconded by Mike McCranie, motion passed unanimously. Craig Converse is the chairman for FY19.**

#### Vice Chairman

Chairman Bainbridge called for nominations for Vice Chair. **Mike McCranie moved to nominate Tim Ostrem as Vice Chairman. Seconded by Dawn Scheier. Craig Converse nominated Todd Hanten. Seconded by Dawn Scheier. Vote occurred by secret ballot. Todd Hanten received the majority of votes and was declared Vice Chairman**

#### Treasurer

Chairman Bainbridge called for nominations for Treasurer. **Mike McCranie moved to nominate Dawn Scheier. Seconded by Tim. Marc Reiner moved to nominate Bob Metz. No Second received. Vote occurred by secret ballot. Dawn Scheier received the majority of votes and was declared Treasurer.**

#### Secretary

Chairman Bainbridge called for nominations for Secretary. **Dawn Scheier moved to nominate Mike McCranie. Seconded by Tim Ostrem. Dawn Scheier moved to nominate Tim Ostrem. Seconded by Craig Converse. Vote occurred by secret ballot. Mike McCranie received the majority of votes and was declared Secretary.**

### **Other Business**

**Mike McCranie moved to remove Matt Bainbridge and Todd Hanten from the Dacotah Bank operating account effective July 1, 2018 and add Dawn Scheier and Craig Converse to the Dacotah Bank operating account, effective July 1, 2018. Seconded by Todd Hanten. Motion passed unanimously.**

### **Executive Director Search**

**Todd Hanten moved to budget \$50,000 for the executive director hiring process search to the personnel committee's disposal. Seconded by Mike McCranie. Marc still recommends having a full board conference call so everyone is on the same page. Vote taken: 6 in favor (Craig Converse, Todd Hanten, Mike McCranie, Matt Bainbridge, Tim Ostrem, Dawn Scheier) 1 opposed (Marc Reiner). Motion passed.**

**Marc Reiner moved to amend FY19's full budget amount for a total of \$4,912,995, to account for the \$50,000 executive director search budgeted dollar amount. Seconded by Todd Hanten. Motion passed unanimously.**

**Todd Hanten moved to enter exec session at 7:29 p.m. to discuss personnel issues. Seconded by Dawn Scheier. Motion passed unanimously.**

Chairman Bainbridge declared the board out of executive session at 7:54 p.m. No action taken.

**Marc Reiner moved to adjourn the board meeting. Seconded by Todd Hanten. Motion passed unanimously.**