MINUTES - Draft NATIONAL DAIRY BOARD Virtual/Webinar February 22, 2021

ATTENDANCE

Alex Peterson, **Chair**

Connie Seefeldt, Vice Chair

Jennifer Heltzel, **Treasurer** Arlene Vander Eyk, **Secretary**

Cynthia Adam

Tim Bernhardt (absent)

Patty Bikowsky Bret Bossard

Robert Brouwer

Craig Caballero (absent)

Doug Carroll

Warren Chamberlain (absent)

George Crave (absent)

Sharon DeRuyter

Lois Douglass

Kate Fogler

Don Gaalswyk (absent)

Evan Hillan

Ralph Hoffman (absent)

David Jackson (absent)

Kim Korn John Larson

Becky Levzow Justin Leyendekker

Steve Maddox (absent)

Orville Miller

Nathan Moroney (absent) Michael Oosten (absent)

Marv Post

David Pyle (absent)

Jim Reid

Randy Roecker Brad Scott Joanna Shipp

Pauline Tjaarda (absent)

deb Vander Kooi Stephen Weststeyn

ALSO PRESENT

Wayne Watkinson, Watkinson

Miller

Jill Hoover and Delaina Dries,

USDA DMI staff

CALL TO ORDER – Chair Peterson called the meeting to order at 9:01 am CST on February 22, 2021.

ROLL CALL - Roll was counted by registration and a quorum was declared.

APPROVAL OF AGENDA - Chair Peterson

MOTION: A motion was made and seconded to approve the agenda. Motion passed.

APPROVAL OF MINUTES – Chair Peterson

MOTION: A motion was made and seconded to approve the December 2020 and February 8,

2021, minutes as distributed. Motion passed.

CHAIR REMARKS – Chair Peterson

Chair Peterson thanked the board for its support of the officers and asked the new NDB directors to introduce themselves.

NDB FINANCE COMMITTEE REPORT - Treasurer Heltzel

NDB Treasurer Jennifer Heltzel delivered the committee's finance report to the board:



OPERATING RESULTS 12/31/2020 (PRELIMINARY)

(\$ millions)	<u>December YTD</u>		Forecast*		Annual Budget	
Revenues Expenses	\$	120.5 119.3	\$	119.9 130.1	\$	119.0 144.3
Surplus/(Deficit) - Temporary	\$	1.2	\$	(10.2)	\$	(25.3)
BOD-Approved Funding (Budget Funding, Carryover, Other Incremental)	\$	25.3	\$	25.3	\$	25.3
Net - Transferred to Net Assets	\$	26.5	\$	15.1	\$	

^{*} Forecast amounts as presented at the December 2020 Board Meeting and used as basis for 2021 Budget

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ASSESSMENT REVENUES AND FUNDS 12/31/2020 (PRELIMINARY)

(\$ millions)	December YTD		Forecast*		Annual Budget	
Domestic Assessments	\$	110.0	\$	109.4	\$	108.5
Select Incremental Funding		7.5		7.3		7.2
Import Assessments		3.0		3.1		2.9
Interest Income		0.1	_	0.1		0.4
Incremental Funding from PDF:		120.5		119.9		119.0
2020 Budget Funding		14.8		14.8		14.8
2019 Carryover Funds**		10.5		10.5		10.5
Total Revenues and Funds	\$	145.8	\$	145.2	\$	144.3

^{*} Forecast amounts as presented at the December 2020 Board Meeting and used as basis for 2021 Budget

^{** 2019} unspent program funds re-authorized in 2020 to enable program continuation and completion



DOMESTIC ASSESSMENT REVENUE ANALYSIS 12/31/2020 (PRELIMINARY)

(in millions)	YTD 2020 ACTUAL	YTD 2019 ACTUAL	YOY Variance	YTD 2020 BUDGET	Budget Variance
Domestic Production (pounds)	218,383.5 *	213,806.7	4,576.8	215,704.0	2,679.5
Total Domestic Assessments (\$) **	117.4	114.7	2.7	115.7	1.7
Effective collection rate (cwt)	5.38	5.36	0.01	5.36	0.01

^{*} Net of exempted organic production of 3.3 billion lbs.

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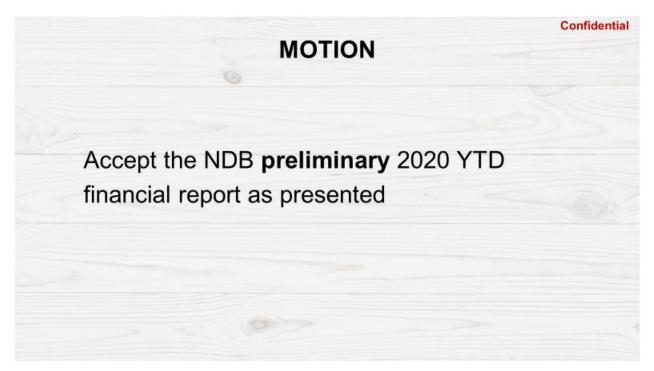


BALANCE SHEET 12/31/2020 (PRELIMINARY)

(\$ millions)	December 2020		December 2019 *	
<u>Assets</u>				
Cash and Cash Equivalents **	\$	29.7	\$	30.8
Receivables ***		11.6		11.3
Other Current Assets		0.0		0.1
Fixed Assets, net of accumulated depreciation	_	0.2		0.2
Total Assets	\$	41.6	\$	42.4
Liabilities & Net Assets				
Payables & Accruals	\$	8.0	\$	10.0
Net Assets:				
Designated Net Assets		22.6		27.1
Undesignated Net Assets (PDF)	_	11.0		5.3
Net Assets Subtotal	\$	33.6	\$	32.4
Total Liabilities & Net Assets	\$	41.6	\$	42.4

^{**} Inclusive of incremental funding from Select Milk Producers

^{*} Audited
** Investments in federal agency securities; complies w/ USDA guidelines
*** Primarily comprised of December production assessments, no collection issues



Motion passed.

FUTURE MEETINGS – Chair Peterson

Chair Peterson led the board in a brief discussion of future meetings and protocols given the ongoing COVID-19 pandemic. The board will be kept informed.

<u>ADJOURNMENT</u> – Chair Peterson

With no other business to come before the board, Chair Peterson adjourned the meeting at 9:27 am CST on February 22, 2021.

Mike Braden, Recording Secretary