

MINUTES
UNITED DAIRY INDUSTRY ASSOCIATION Board of Directors Meeting
Virtual/Webinar
February 24, 2021

ATTENDANCE

Neil Hoff, **Chair**

Allen Merrill, **1st Vice Chair**

Audrey Donahoe, **2nd Vice Chair, National Dairy Council**

Tom Woods, **2nd Vice Chair, American Dairy Association**

Rick Podtburg, **2nd Vice Chair, Member Relations**

John Brubaker, **Treasurer**

Charles Krause, **Secretary**

Ryan Anglin

Dick Bengen (absent)

Greg Conrad (absent)

Bill Deutsch

Glen Easter

Brian Esplin

Michael Ferguson

Chace Fullmer (absent)

Josh Gladden

Larry Hancock

Barb Hanselman

Skip Hardie

Jeff Hardy

Marilyn Hershey

Mark Hoewischer

Tim Hood

Dan Hotvedt

Jill Houin (absent)

Harold Howrigan

Cricket Jacquier (absent)

Tom Kasper

Barb Liebenstein

Sieto Mellema

Kevin Moore (absent)

Lowell Mueller

Steve Neahring (absent)

Jeff Raney

Paul Rovey

Jeff Strassburg (absent)

Jenifer Tilton-Flood

Dan Van Dyke (absent)

Kris Wardin

Jim Werkhoven

Corby Werth

CALL TO ORDER

Chair Hoff called the meeting to order at 1:58 p.m. CST on Wednesday, February 24, 2021.

ROLL CALL

Roll call was taken by registration and a quorum was declared present.

APPROVAL OF AGENDA

Chair Hoff called to approve the meeting agenda, with the amendment to move UDIA Chair Comments after the financial update. A motion was made and seconded to accept the UDIA Board agenda as amended. Motion passed.

APPROVAL OF MINUTES – Chair Hoff

A motion was made and seconded to approve the October 2020 minutes. Motion passed.

RECESS UDIA BOARD/CONVENE ADA & NDC BOARDS

Chair Hoff then recessed the UDIA Board and then called on the American Dairy Association and National Dairy Council chairs to convene their boards.

AMERICAN DAIRY ASSOCIATION APPROVAL OF MINUTES

ADA Chair Tom Woods convened the ADA board and called for a motion to approve the minutes from the ADA October 2020 meeting. A motion was made and seconded to accept the ADA meeting minutes as presented. Motion passed.

Chair Woods then recessed the ADA Board.

NATIONAL DAIRY COUNCIL APPROVAL OF MINUTES


NDC Chair Audrey Donahoe convened the NDC board and called for a motion to approve the minutes from the NDC October 2020 meeting. A motion was made and seconded to accept the NDC meeting minutes as presented. Motion passed.

Chair Donahoe then recessed the NDC Board.

RECONVENE UDIA BOARD – UDIA FINANCIAL REPORT

Chair Hoff then reconvened the UDIA Board and called upon Quinton Baily to provide an updated on the preliminary 2020 UDIA Financial Report.

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**OPERATING RESULTS
12/31/2020 (PRELIMINARY)**

(\$ millions)	December YTD	Annual Budget	% of Total
Revenues	\$ 36.8	\$ 34.7	106.1%
Expenses	<u>37.3</u>	<u>37.6</u>	99.4%
Surplus/(Deficit)	<u>\$ (0.5)</u>	<u>(2.9)</u>	
Net Assets to be Released from Restriction		<u>2.9</u>	
Total		<u>\$ -</u>	

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TOTAL REVENUE 12/31/2020 (PRELIMINARY)

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(\$ millions)	December YTD	Annual Budget	% of Total
UMP 2.5 Cent Funding	\$ 31.8	\$ 31.0	102.8%
Member Dues	2.3	2.3	100.0%
UMP Specific Projects Funding	2.7	1.4	187.9%
Interest Income	<u>0.0</u>	<u>0.0</u>	84.7%
Total Revenues	\$ 36.8	\$ 34.7	106.1%
Net Assets to be Released from Restriction		<u>2.9</u>	
Total Planned Funding Sources		<u>\$ 37.6</u>	

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TOTAL EXPENSES 12/31/2020 (PRELIMINARY)

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(\$ millions)	December YTD	Annual Budget	% of Total
Total Expenses	\$ 37.3	\$ 37.6	99.4%
UMP Support thru DMI	\$ 37.0	\$ 37.0	100.0%
Programs & Implementation	36.1	35.3	102.4%
DMI G&A*	0.9	1.7	51.2%
G&A (UDIA Specific)	\$ 0.3	\$ 0.6	56.4%

* DMI G&A primarily comprised of Office of CEO (50%) and Finance & Administration operations costs

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BALANCE SHEET 12/31/2020 (PRELIMINARY)

(\$ millions)	December 2020	December 2019*
<u>Assets</u>		
Cash & Cash Equivalents	\$ 2.8	\$ 2.3
Receivables	3.5	4.1
Prepaid Expenses	0.0	0.0
Total Assets	\$ 6.3	\$ 6.4
<u>Liabilities & Net Assets</u>		
Payables & Accruals	\$ 2.9	\$ 2.5
Net Assets:		
Without Donor Restrictions	1.1	1.1
With Donor Restrictions	2.3	2.9
Total Liabilities & Net Assets	\$ 6.3	\$ 6.4

*Audited

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NET ASSETS 12/31/2020 (PRELIMINARY)

(\$ millions)	Total	Without Donor Restrictions	With Donor Restrictions
Net Assets 12/31/19	\$ 3.9	\$ 1.1 *	\$ 2.9 **
YTD December 2020 Surplus /(Deficit)	(0.5)	-	(0.5)
Net Assets 12/31/20	\$ 3.4	\$ 1.1	\$ 2.3

* Undesignated Net Assets	\$ 0.6
Designated Cashflow Reserve	0.5
Net Assets Without Donor Restrictions	\$ 1.1

** Restricted contributions from Dairy Farmers of Washington (\$1.6M), Dairy West (\$1.0M), and Midwest Dairy (\$0.3M)

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MOTION

Accept the UDIA December 2020 YTD
preliminary financial report as presented

Motion passed.

CHAIR COMMENTS

Chair Hoff addressed the following topics in his chair report:

- Future of UDIA Committee – Chair Hoff shared that he and Future of UDIA Committee Chair Allen Merrill postponed the tentative February 2021 meeting of this committee until the farmer members can meet in-person when COVID-19 restrictions lift. Chairs Hoff and Merrill will revisit the timing if restrictions aren't lifted over the next few months. Committee member Jenni Tilton-Flood recommended the chairs consider a joint in-person/virtual hybrid meeting to allow for potential inconsistencies in COVID restrictions across the country.
- Expressed thanks to the UDIA member organizations for continued support of the additional U.S. Dairy Export Council funding in 2021; will start discussion about potential 2022 funding soon.
- Reminded board members of the UDIA Export Oversight Committee meeting scheduled for 3:30 CDT Wednesday, February 24, 2021.

ADJOURNMENT

With no further business to come before the board, Chair Hoff adjourned the meeting at 2:24 p.m. CST, Wednesday, February 24, 2021.

Mike Braden, Recording Secretary