

**Minnesota Dairy Promotion Council  
Board Meeting  
Kemps, LLC, St. Paul, MN  
October 19, 2021  
Minutes**

**Members Present:** Mindi Arendt, Megan Herberg, Eric Hoese (virtual), Shirley Hulinsky, Margaret Johnson, Karen Kasper, Charles Krause, Sarah Kuechle, Barb Liebenstein, Kate McAndrews, Doug Popp (virtual), Dave Schwartz, Eric Sonnek, Kristine Spadgenske, Suzanne Vold, Rita Young

**Members Absent:** Joe Engelmeyer, Ken Herbranson

**Ex-Officio Members Present:** None

**Ex-Officio Members Absent:** deb Vander Kooi

**Others Present:** Midwest Dairy Staff: Brittney Arnold, Jenna Davis, Brenda Goldman (virtual), Deb Hoffrogge (virtual), Wendy Meck (virtual), Molly Pelzer, Lucas Sjostrom (virtual), Melissa Young; Kemps, LLC: Greg Kurr, Rachel Kylo

**1. Call to Order**

Meeting was called to order at 10:05 a.m. by Chair Charles Krause.

**2. Invocation**

Invocation was given by Kate McAndrews.

**3. Roll Call**

Roll call was taken by Karen Kasper, and she announced the presence of a quorum.

**4. Minutes**

**Suzanne Vold moved, Margaret Johnson seconded to approve the minutes of August 25, 2021. Motion Carried.**

**5. Administration Reports**

**Financial Statement**

Wendy Meck presented the MDPC financial statement.

**Dave Schwartz moved, Margaret Johnson seconded to approve the MDPC financial statement. Motion Carried.**

**2022 Budget**

Wendy Meck presented the 2022 MDPC budget (Attachment A).

**Dave Schwartz moved, Eric Sonnek seconded to approve the 2022 MDPC budget. Motion Carried.**

**2022 Dairy Research and Promotion Agreement**

**Mindi Arendt moved, Sara Kuechle seconded to approve the 2022 Dairy Research & Promotion Agreement. Motion Carried.**

**6. Special Guest: Greg Kurr and Rachel Kylo from Kemps, LLC**

Greg Kurr and Rachel Kylo provided an update on their company.

**7. New/Unfinished Business**

**MDPC Reserves Proposal**

Melissa Young proposed \$500,000 be used for two programs. \$200,000 to be used for a Dairy School Grant Program working with Hubert to provide equipment for milk dispensing, milk based coffee drinks and smoothies. The remaining \$300,000 to be used for a Reset Yourself with Dairy program with MNCSU providing signage for campus, busses, food service department, food trucks and social media.

**Barb Liebenstein moved, Kristine Spadgenske seconded to approve \$500,000 for both programs. Motion Carried.**

**8. Adjourn**

**Eric Sonnek moved, Kristine Spadgenske seconded to adjourn at 11:52 a.m. Motion Carried.**

Respectfully Submitted,

Karen Kasper

Secretary

Charles Krause

Chair

# Attachment A

## Minnesota Dairy Research and Promotion Council 2022 Operating Budget

	<u>2021 Budget</u>	<u>2021 Estimated Actual</u>	<u>2022 Budget</u>	<u>% Chg. 2021 Act. To 2022 Bud.</u>
<b><u>Revenue</u></b>				
1 Checkoff Receipts	\$ 9,950,000	\$ 10,417,600	\$ 10,550,000	1.3%
2 Interest	7,000	1,100	700	-36.4%
3 Miscellaneous	<u>2:</u>	<u>2:</u>	<u>2:</u>	<u>0.0%</u>
4 Total Revenue	<u>9,957,02:</u>	<u>10,418,72:</u>	<u>10,550,72:</u>	<u>1.3%</u>
<b><u>Expenses</u></b>				
Contract Expense:				
5 Midwest Dairy Association per contract	9,950,000	9,950,000	10,550,000	6.0%
6 Midwest Dairy Excess Reserves Project			500,000	
7 Minnesota Dept. of Agriculture	- 19,40:	<u>19,400</u>	<u>17,00:</u>	<u>-12.4%</u>
8 Total Contract Expense	- <u>9,969,40:</u>	<u>9,969,400</u>	<u>11,067,00:</u>	<u>11.0%</u>
Board Expenses:				
9 Board Election Expenses	<u>12:</u>	<u>33</u>	<u>100</u>	<u>100.0%</u>
10 Total Board Expenses	<u>12:</u>	<u>33</u>	<u>100</u>	<u>201.2%</u>
Other Expenses:				
11 Audit	12,225	12,225	12,525	2.5%
12 Bank Fees	300	300	300	0.0%
13 Supplies	<u>5:</u>	<u>-</u>	<u>7:</u>	<u>100%</u>
14 Total Other Expenses	<u>12,57:</u>	<u>12,52:</u>	<u>12,89:</u>	<u>3.0%</u>
15 Total Expenses	<u>9,982,099</u>	<u>9,981,958</u>	<u>11,079,995</u>	<u>11.0%</u>
16 Excess of Revenue over Expenses	(25,074)	436,767	(529,270)	
Estimated Fund Balance:				
17 Beginning of Period	<u>2,304,804</u>	<u>2,304,804</u>	<u>2,741,570</u>	
18 End of Period	<u>\$ 2,279,730</u>	<u>\$ 2,741,570</u>	<u>\$ 2,212,300</u>	