

GrassWorks Inc.
September 19th, 2013

Board meeting: Mead Wildlife Refuge, S148 Milladore, WI

Members present: President Dave Johnson, Treasurer Kay Craig, Secretary Wendy Galbraith, Vice President Dan Olson, Bob Winkel, Kevin Mahalko, Peter Arnold, Julie Engel, Matt Hartwig, Cheyenne Christianson

Advisor present: Paul Daigle, Brian Pillsbury, Vance Haugan, George Reistad
greistad@michaelfields.org of Michael Fields Institute

Associates: Executive Director Jill Hapner, Lanice Szomi,

Guests: Gerald Berg, Jerry Jaeger, Tom Weaver of KOW, Julie Peterson and Joshua Nemeck of Pheasants Forever (WI Farm Bill Biologists)

Meeting called to order by President Dave J.

MMS to accept May minutes as printed. Passed

Finance Committee:

Treasurer report: June 1 to today

Seed Sales income from Byron: \$2974.20

Grants received: check today from DATCP \$12,300

Check from Organic Valley gift that is not earmarked \$2500

Apprenticeship money in and out again of checkbook

No outstanding debts

Final Balance \$24,395

Jill: DGA books will soon be moved out of GrassWorks accounts

Grant accounts will be separated

If any board member gets money for GW, try to make it available to operations

The grant with NRCS for Federal money to be used in 16 WI counties in water shed is pending

MMS (Motion made and Seconded) to accept treasurers report. Passed

Conference committee:

Theme: “**Green is the New Gold**” the value of keeping land in grass. Jan 16-18, 2014

Dan: this will be a diverse conference with a big emphasis on beginning farmers and passing on the farm

Confirmed speakers: Gabe Brown and Fred Provenza

New: there will be an industry sponsored track, “Virtual farm tour”

Discussion of conference fees: New: first time \$99 fee. Needs press release

Please send tradeshow participant ideas to Heather

Public relations: publishing the GrassWorks newsletter in *Graze Magazine* shows we are efficient.

Cheyenne: summer picnic: nice weather, low turnout, shade mobile demo- led to purchase!

Dave: should we continue summer picnic? Yes. Would be in SW quadrant in 2014. Dave host?

Booth display: Lanice brought a mock up. Looks good, maybe a bit wordy, and could use more original

Pictures of grass, animals and people. We should get at least 2 (one time design fee)

Membership committee:

Must unlink membership from conference

MMS Annual date of membership renewal same for all- if you became a new member during that year, you would get next year free.

With drawl of motion

MMS Use Data Bank to track membership dates, and send renewal notices.

Passed.

Public Affairs

George Reistad: State senate Bill for Raw Milk Sale. There were 2 public hearings last week. The Assembly will study bill.

GW poll: 83% support bill

Dan: should we take a stand as a board? Let's let our poll results speak for themselves

Dave: have e-mailed poll results to Farmers Union

Private Sector funding Option

Guest Tom Weaver of KOW

Tom: I asked to speak with the board because I am interested in Byron Seeds GrassWorks seed mix venture.

He is a co-founder of KOW consulting and a CCA (certified crop advisor) and a feed consultant. His company provides trace mineral for sale

Tom was an advisor for GrassWorks at one time and recalls advising the board to look for independence from grant cycle.

Tom: What percentage of GW budget comes from grants?

Board: somewhere between 50/50 and 70/30 Grant vs other income

Tom: would GrassWorks welcome a new relationship that would benefit us both?

Dave: the finance committee will work with Tom, and have a report by next meeting

Jill: We are exploring new revenue sources.

Pheasants Forever Regional Biologists Julie Peterson and Josh Nemec spoke to us about shared vision for Wisconsin cropland.

Julie works from the Appleton NRCS office

Josh works from Balsam Lake

Pheasants Forever (PF) goal is to have grass on the ground.

PF funds come from DNR, NRCS and members

-hired by partnership

Now have CRP and wetland preserve program

Josh: we do outreach, and have education of how to graze

Farm Bill

George continues: outlook is bleak. **Congress** cannot come to a consensus. If the Farm Bill and SNAP food bill gets divided there will be a lack of cooperation with city legislators. With an extension of the 2008 farm bill there will be a loss of funds for Beginning farmer programs, and organic.

NRCS will stay the same. Expect a 10-15 % cut either way.

Dairy Grazing Apprenticeship

Peter: DFA consultant program consultant tabled

There is internal work to do- grant bookkeeping to structure

Investor idea progresses

Foundation: \$10,000

Ag coalition: we were represented by Dave J and Jerald

Jerald: the Towns association is concerned for the strength of roads with modern large farm equipment

Jerald came away with great advice: "Get to know your elected officials before you have a problem!"

Executive director Jill's report:

Fact sheets are newly edited- go with display
PDF on website to print our own
Used by Grazing ambassador Speakers Bureau
We have a budget so we can apply to private grants
Each program has its own budget

Please help find the IRS letter from 1986

Data Bank

Jill: we need a usage policy for Data Bank

Booth and Sponsorship

Moses conference in February
Value Added conference in January
Prairie chicken Festival in April, Stevens Point
Farm Technology Days, July Stevens Point
World Dairy Expo October 1-5
Friday is grazing day, Oct. 4, evening fun
Invited to hang out with Crawford County

MMS to adjourn. Passed

Respectfully submitted,

Wendy Galbraith