



# GLOBAL ROUNDTABLE FOR SUSTAINABLE BEEF

## Executive Committee Meeting

Thursday, May 23, 2019

1:00 p.m. – 3:00 p.m. Central Daylight U.S. Time  
McDonald's Global Headquarters – Room CC37

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### AGENDA

Chairman: Nicole Johnson-Hoffman, President

1. Call to Order / Opening Remarks (1:00 – 1:03) *Johnson-Hoffman*
2. Roll Call *Clark*
  - \_\_\_ Nicole Johnson-Hoffman, President
  - \_\_\_ Leon Mol, Vice President
  - \_\_\_ Ian McConnel, Secretary-Treasurer
  - \_\_\_ Bob McCan, Member-at-Large
  - \_\_\_ Nicola Robinson, Member-at-Large
  - \_\_\_ Dennis Laycraft, Immediate Past President -  
**Call Dennis**
  - \_\_\_ Ruairaidh Petre, GRSB
  - \_\_\_ Josefina Eisele, GRSB
  - \_\_\_ Katie Ambrose, GRSB
  - \_\_\_ Cheryl Clark, GRSB
3. Consideration of Minutes from April 8th, 2019 (1:03 – 1:05) **APPROVAL** *Committee*
4. Financial Report (1:05 – 1:25)
  - 4.1. April 30, 2019 Income Statement and Balance Sheet **APPROVAL** *McConnel*
5. Executive Director Report (1:25 – 2:05) **INFORM** *Petre*
  - 5.1 Strategic Planning Meeting
  - 5.2 Latin America Sustainable Beef Vision Summit *Josefina*
6. Council Reports **INFORM** *Petre*
  - 6.2. Sustainability Communications (2:05 – 2:10) **INFORM** *Ambrose*
7. Administrative Report (2:15-2:55) **INFORM** *Petre*
  - 7.1. Membership
    - 7.1.1. New Members
      - 7.1.1.1. Minerva
      - 7.1.1.2. Tyson
      - 7.1.1.3. Fatcows SRL
      - 7.1.1.4. Cabana La Pasatoriza
      - 7.1.1.5. Meat & Livestock Australia

7.1.2. Outstanding Receivables

7.2 New Zealand BOD Meeting

8. Other Business (2:55)

9. Future Meetings

9.1. Next Executive Committee Meeting (call), Monday, June 10<sup>th</sup>, 2019 at 9:00 AM-10:30AM CDT

9.2. Mesa Argentina de Carne Sustentable (MACS): Second Meeting of the Year : June 6, 2019

9.3. Latin America Sustainable Beef Vision Summit, Hamburger University – Sao Paulo, Brazil, July 9-11, 2019

9.4. CRSB Annual General Meeting, Montreal, QC, September 18 &19, 2019

10. Adjourn

Attachments:

1. 4-8-16-2019 Executive Committee Minutes (pp 3-5)
2. 4-30-2019 Financial Report (pp 6-9)
3. New Members Information Sheets (pp 10-14)

**MINUTES  
GLOBAL ROUNDTABLE FOR SUSTAINABLE BEEF  
EXECUTIVE COMMITTEE  
APRIL 8, 2019  
CONFERENCE CALL**

The Global Roundtable for Sustainable Beef Executive Committee meeting was called to order at 8:00 a.m. U.S. Mountain Time, Monday, April 08, 2019 by President Nicole Johnson-Hoffman.

Members Present: Nicole Johnson-Hoffman, Bob McCan, Nicola Robinson, Dennis Laycraft, Leon Mol

Staff Present: Ruaraidh Petre, Katie Ambrose, Cheryl Clark, Josefina Eisele

Guest: Guy Scofield, Auditor Accountant

**Approval of Minutes**

**It was moved by McCan and supported by Mol that the March 11, 2019 meeting minutes be approved. Motion carried.**

**Financial Report**

2018 Audit

The 2018 Audit was presented by Guy Scofield.

**It was moved by Mol and supported by McCan to accept this audit and present to the BOD for approval on Wednesday, April 24<sup>th</sup>, 2019.**

The financial report showed a year-to-date (YTD) revenue as of March 31, 2019 of \$313,080 and YTD expenses of \$106,272 resulting in YTD Net Income of \$206,808.

Petre reported that the current aged payables as of March 31<sup>st</sup> show the adjustment of accounts as presented by Guy. CanFax shows correctly now in the Aged Payables.

**It was moved by McCan and supported by Mol that the March financial reports be approved. Motion carried.**

**Executive Director Report**

Petre reported that the meetings in May are in the planning stages.

Strategic Plan Activities

Strategic Planning agenda is in draft form after speaking with members and conducting the survey. Draft shared with EC.

Membership draft model provided to EC from Mol. Johnson-Hoffman recommends that

the membership model not be discussed during the strategy session but instead reviewed and presented to the BOD. All agreed.

## **Council Reports**

### **GHG Working Group**

Petre reported that Viresco Solutions, Inc. is coming to the meeting in Chicago to present. The presentation is preferred to take place earlier in the week as apposed to the end of the week. Petre will work with Communication Summit planning team to schedule an overlapping meeting to have Viresco Solutions, Inc. present.

### **Demonstrating Impact**

#### **Sustainability Communications**

Ambrose reports that registrations are at 40 with a need to reach close to 100. An eBlast was sent last week and forwarded to the regional roundtables to share with their members.

Ambrose also reports that the underwriting is at \$37,000 with others to contact for participation.

The current challenge is to lock in speakers.

Moderators for the summit will be Courtenay DeHoff and several others for different sessions including Keith Kenney.

## **Administrative Report**

### **Membership**

Clark reported that the outstanding accounts receivable is at \$63,000. Commitments have been made for \$60,000.

### **New Zealand**

Petre reported that the BOD meeting scheduling is in process. New Zealand is having their board meeting on November 6<sup>th</sup> so they would like to schedule the BOD meeting the week of November 11<sup>th</sup>. Petre and Ambrose will contact Mclvor to discuss and get dates scheduled in the next week. Johnson-Hoffman reminded there is a GRSB travel budget available for those that don't have the budget from their organization for international meetings.

### **Global Conference 2020**

Petre reported that the location is in discussion. Paraguay has a presentation to host the meeting and is being reconsidered. Logistics for travel to Asunción requires additional transit for most members. Petre reported that safety is fine in Paraguay and should not be an issue. There are possible venues and he believes the Paraguay location should be taken into serious consideration. Paraguay is preparing a video presentation to give in Chicago to the EC or BOD to show the possible venues available and the progress and

improvements made in the last year.

Johnson-Hoffman stated we would need to make sure that comfort is made a high priority with hotels and transportation in Paraguay.

The GRSB Staff will conduct exploratory work and will provide information about Paraguay regarding facilities, ease of transportation and safety. This information will be presented to the BOD for discussion in April and a final decision can then be made in May at the BOD.

**Mol moved and it was supported by McCan that the EC present the Paraguay location information for the 2020 Global Conference to the BOD on Wednesday, April 24<sup>th</sup> for discussion.**

### **Other Business**

1. Eisele reported that the GRSB event for the Latin America Roundtable in July is being planned and she would like to present the draft agenda at the BOD call on April 24<sup>th</sup> as well as provide any other information that is available.

### **Future Meetings**

- Board of Directors, Wednesday, April 24<sup>th</sup>, 2019, 9:00 – 10:30 a.m. Central U.S. Time

### **May GRSB Meeting Schedule, Chicago, IL**

- Strategy Session, Tuesday, May 21, 2019, Chicago, IL, 8am – 5:30pm Central U.S. Daylight Time
- Communicators Summit, Wednesday, May 22<sup>nd</sup>, 2019, 8am – 5pm CDT and Thursday, May 23, 2019, 8am-12:15pm CDT, Chicago, IL
- In-person Executive Committee Meeting – Thursday, May 23, 2019 1pm-3pm CDT, Chicago, IL
- In-person Board of Directors Meeting – May 23<sup>rd</sup>, 2019 3:30pm-5:30pm CDT and Friday, May 24, 2019, 8am-12pm CDT, Chicago, IL

The meeting adjourned at 9:12 a.m. U.S. Mountain Time.

Respectfully submitted,

Cheryl Clark

Director of Operations

**Global Roundtable for Sustainable Beef**  
**Balance Sheet**  
**April 30, 2019**

**ASSETS**

**Current Assets**

Cash in Operating - ML *02005	\$	302,804.87
Accounts Receivable		<u>28,000.00</u>

<b>Total Current Assets</b>		<b>330,804.87</b>
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**Other Assets**

CD US Bk Natl Asn 2.3% 10/3/19		<u>247,420.24</u>
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<b>Total Other Assets</b>		<b><u>247,420.24</u></b>
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<b>Total Assets</b>	<b>\$</b>	<b><u><u>578,225.11</u></u></b>
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**LIABILITIES AND CAPITAL**

**Current Liabilities**

Accounts Payable	\$	<u>31,024.86</u>
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<b>Total Current Liabilities</b>		<b>31,024.86</b>
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**Capital**

Retained Earnings	102,693.04
Board Specified Reserve	225,000.00
Net Income	<u>219,507.21</u>

<b>Total Capital</b>		<b><u>547,200.25</u></b>
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<b>Total Liabilities &amp; Capital</b>	<b>\$</b>	<b><u><u>578,225.11</u></u></b>
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**Global Roundtable for Sustainable Beef**  
**Aged Payables**  
**As of Apr 30, 2019**

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID	Date	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
NLPA	4/30/19	2019-0104	16,291.67				16,291.67
	4/30/19	2019-0118	2.00				2.00
<b>NLPA</b>			<b>16,293.67</b>				<b>16,293.67</b>
Ruaraidh Petre	4/30/19	2019-05	7,083.33				7,083.33
<b>Ruaraidh Petre</b>			<b>7,083.33</b>				<b>7,083.33</b>
SSCD	12/28/1	12302016				26,863.72	26,863.72
	12/31/1	Scofield AJE #3			-11,765.46		-11,765.46
	4/5/19	DM04052019	-7,610.40				-7,610.40
<b>SSCD</b>			<b>-7,610.40</b>		<b>-11,765.46</b>	<b>26,863.72</b>	<b>7,487.86</b>
Wild Apricot	4/20/19	2018-43	160.00				160.00
<b>Wild Apricot</b>			<b>160.00</b>				<b>160.00</b>
<b>Report Total</b>			<b>15,926.60</b>		<b>-11,765.46</b>	<b>26,863.72</b>	<b>31,024.86</b>

**Global Roundtable for Sustainable Beef**  
**Aged Receivables**  
**As of Apr 30, 2019**

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Customer ID Customer Bill To Contact Telephone 1	Invoice/CM Date	0-30	31-60	61-90	Over 90 days	Amount Due
A&W Canada A&W Canada	2019-006 4/29/19	1,000.00				1,000.00
<b>A&amp;W Canada A&amp;W Canada</b>		<b>1,000.00</b>				<b>1,000.00</b>
Dawn Meats Dawn Meats	2019-004 4/8/19	2,000.00				2,000.00
<b>Dawn Meats Dawn Meats</b>		<b>2,000.00</b>				<b>2,000.00</b>
McDonald's McDonald's Bob Langert Retail Tier 3	2019-001 3/19/19		20,000.00			20,000.00
<b>McDonald's McDonald's</b>			<b>20,000.00</b>			<b>20,000.00</b>
Tyson Foods Tyson Foods	2019-005 4/15/19	5,000.00				5,000.00
<b>Tyson Foods Tyson Foods</b>		<b>5,000.00</b>				<b>5,000.00</b>
<b>Report Total</b>		<b>8,000.00</b>	<b>20,000.00</b>			<b>28,000.00</b>



**Global Roundtable for Sustainable Beef**  
**Income Statement**  
**Compared with Budget**  
**For the Four Months Ending April 30, 2019**

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
<b>Revenues</b>				
Dues Revenues	\$ 45,000.00	\$ 2,500.00	\$ 324,916.67	\$ 330,000.00
Grant Income	0.00	5,000.00	0.00	10,000.00
Contract revenue	0.00	0.00	0.00	0.00
Meeting Revenue	10,750.00	0.00	42,500.00	3,000.00
Global Conference Revenue	0.00	0.00	0.00	0.00
Interest Income	520.43	291.67	1,933.76	1,166.68
<b>Total Revenues</b>	<b>56,270.43</b>	<b>7,791.67</b>	<b>369,350.43</b>	<b>344,166.68</b>
<b>Expenses</b>				
Meeting Expenses	0.00	2,500.00	2,186.63	11,700.00
Staff Travel Expense - Meeting	1,178.60	0.00	1,808.55	3,500.00
Executive Director Contract	7,083.33	7,083.33	28,333.32	28,333.32
Executive Director Travel	122.00	2,916.67	10,796.90	11,666.68
Leadership Travel	0.00	416.67	187.17	1,666.68
Administrative Services	16,291.67	16,291.67	65,166.68	65,166.68
Office Supplies & Expense	0.00	62.50	117.98	250.00
Postage & Shipping Expense	2.00	29.17	4.44	116.68
Telephone Expense	140.53	166.67	537.09	666.68
Legal Fees & Expense	60.00	125.00	1,524.37	500.00
Audit Expense	0.00	0.00	4,960.00	6,000.00
Bank Charges & Fees	60.00	187.50	1,117.10	750.00
Communications	3,633.00	4,291.67	18,102.99	17,166.68
Contract Expenses	15,000.00	5,000.00	15,000.00	20,000.00
Global Conference Expenses	0.00	0.00	0.00	0.00
<b>Total Expenses</b>	<b>43,571.13</b>	<b>39,070.85</b>	<b>149,843.22</b>	<b>167,483.40</b>
<b>Net Income</b>	<b>\$ 12,699.30</b>	<b>\$ (31,279.18)</b>	<b>\$ 219,507.21</b>	<b>\$ 176,683.28</b>



# GLOBAL ROUNDTABLE FOR SUSTAINABLE BEEF

## GRSB - New Member Consideration

### **Minerva Foods (Commerce & Processing - Organization)**

[www.minervafoods.com](http://www.minervafoods.com)

Minerva Foods is one of the South American leaders in the production and sale of fresh beef and its byproducts, as well as live cattle exports, and it also maintains operations in the beef, pork and poultry processing segments. The Company operates 25 slaughterhouses, 11 of which in Brazil, five in Paraguay, three in Uruguay, five in Argentina and one in Colombia, with a combined slaughter capacity of 26,380 head of cattle per day. It also maintains a meat processing plant in Brazil - Minerva Fine Foods and two proteins processing plants located in the cities of Rosário and Pilar, in Argentina which are part of the Swift Argentina band, with capacity to process 162 and 55 ton/day, respectively. The Company exports to more than 100 countries in five continents through thirteen sales offices and operates 14 distribution centers, 9 of which in Brazil, one in Paraguay, two in Chile, one in Colômbia and one in Argentina.

#### On why they are interested in membership in the GRSB:

*“Minerva Foods is the South American export leader with 21% of share, representing 7% of global beef export. We are committed with Agribusiness and proud of producing and distributing beef, financially backing and consolidating sales channels for South American producers, in order to provide high quality and safety food for our consumers.*

*The Company assumes a pioneering position regarding Sustainability, Corporate Social Responsibility and Corporate Governance in the beef sector, sealed by the International Finance Corporation partnership, in which IFCs Performance Standards guide sustainability among supply chain, industrial processes and stakeholder engagement.*

*Minerva is a board member on the chapter of GRSB in Brazil and member on the forming tables in Argentina, Paraguay and Colombia. We believe that becoming GRSB member will be an opportunity to contribute with a South American business view, to spread sustainable actions over the value chain and, moreover, reinforces our commitment with sustainability.”*



# GLOBAL ROUNDTABLE FOR SUSTAINABLE BEEF

## GRSB - New Member Consideration

### **Tyson Foods, Inc. (Commerce & Processing)**

<https://www.tysonustainability.com/>

Tyson Foods, Inc. is an American multinational corporation based in Springdale, Arkansas, that operates in the food industry. The company is the world's second largest processor and marketer of chicken, beef, and pork after JBS S.A. and annually exports the largest percentage of beef out of the United States.

*On why they are interested in membership in the GRSB:*

*"Harvest and further processing of beef."*



# GLOBAL ROUNDTABLE FOR SUSTAINABLE BEEF

## GRSB - New Member Consideration

### **Fatcows SRL (Producer/Producer Organization)**

We are small producers with a long-term vision of the business. We grow grass feed cattle in the North of Argentina. We are looking forward to export meat in the mid-term.

*On why they are interested in membership in the GRSB:*

*“Because I agree with all the values and actions of this organization. Because I want the beef business to grow in time. I'm also looking forward to meeting other colleagues from around the world who share this vision.”*



# GLOBAL ROUNDTABLE FOR SUSTAINABLE BEEF

## GRSB - New Member Consideration

### **Cabana La Pastoriza (Producer/Producer Organization)**

[www.anguspastoriza.com.ar](http://www.anguspastoriza.com.ar)

We are an Angus breeder ranch, located in Argentina. We have been in the cattle industry for 3 generations, We work permanently in genetics improvements and we sell bulls and heifers all around the country and the world.

#### *On why they are interested in membership in the GRSB:*

*“We are conscientious about the importance in the improvement in sustainability of the global beef value chain and we would like to be part of it collaborating from our place.”*



# GLOBAL ROUNDTABLE FOR SUSTAINABLE BEEF

## GRSB - New Member Consideration

### **Meat & Livestock Australia (Producer/Producer Organization)**

[www.SustainableAustralianBeef.com.au](http://www.SustainableAustralianBeef.com.au) / [www.mla.com.au](http://www.mla.com.au)

Through our subsidiary companies, we also accelerate innovation across the value chain and deliver the industry's integrity and on-farm quality assurance programs.

MLA is primarily funded by transaction levies paid on livestock sales by producers and are used to support marketing, research and development activities. MLA also receives matching funding from the Australian Government, unmatched grants and co-investment from other industry stakeholders.

### *On why they are interested in membership in the GRSB:*

*"MLA through the Australian Beef Sustainability Framework has been engaged for some time, but wishes to formalise a relationship through MLA who are tasked with industry and product reputation and ensuring markets. MLA believes it is essential to work cooperatively with GRSB members to do this on a global, rather than national level."*