

**MINUTES  
GLOBAL ROUNDTABLE FOR SUSTAINABLE BEEF  
EXECUTIVE COMMITTEE MEETING  
OCTOBER 11, 2022**

The Executive Committee meeting of the Global Roundtable for Sustainable Beef was called to order at 3:04 p.m. Central U.S. / Canada time.

Members Present: Ian McConnel, Bob Lowe, Justin Sherrard, Lucas McKelvie, Bob McCan

Staff/Other Present: Ruaraidh Petre, Josefina Eisele, Scott Stuart, Katie Ambrose, Julie James

**Opening Remarks/Executive Committee Report**

A verbal affirmation of adherence to the GRSB Anti-Trust Policy was received from those on the call.

**Approval of Minutes**

It was moved by Lowe and seconded by McCan that the minutes of the September 13, 2022 GRSB Executive Committee meeting be approved as presented. Motion carried.

**Financial Report**

Sherrard reviewed the September 30, 2022 GRSB Financial Report reflecting \$994,195 in revenues and \$602,393 in expenses for a net surplus of \$391,802. Sherrard highlighted our revenue position is currently very strong and ahead of projection largely due to the increase in membership fees, as well as intake from the Global Conference (combined with the Communicators Summit).

Travel expenses are higher than anticipated due to the increase in costs to travel. Stuart advised there is a large number of receivables from conference sponsorships that have been invoiced, along with about \$60K from conference registrations. The conference platform company releases the registration funds collected about 3-4 weeks after the previous month's collection.

Ambrose reported being at 93% of the \$300K Sponsorship goal and is currently at \$281,500 with the most recent sponsorship coming in from the Mexican Roundtable. Ambrose is hopeful that Paraguay will follow. Sherrard added the encouragement of the sponsorships not necessarily being in dollars but commitment of the roundtables. While a little ahead on revenue from sponsorships and behind on registrations, it is apropos with complimentary registrations for speakers and sponsorships. All 2022 membership dues have been collected.

It was moved by Sherrard and seconded by Lowe that the September 30, 2022 Financial Report be approved as presented. Motion carried.

**Potential Surplus**

Sherrard would like to have further considerations given to investments in 2022 from any potential surplus, particularly, coming from the conference revenue, and that surplus be assigned in this 2022 calendar year for 2023. Lowe suggested an increase to the Reserve fund. Petre advised that surplus in previous years have been allocated to Reserve, as well as earmarked for concrete projects. McConnell suggested strategically joining to engage with other organizations that may have a membership fee. Sherrard added support for a balance of deposit into Reserves, as well as a strong demonstration in position moving forward to take every opportunity to advance the goals. Sherrard also added consideration for staffing increase due to the growth in recent years. The next Board meeting in October would be an appropriate time to present this consideration since it falls within the quarterly financial review. Eisele requested a Communications Budget in 2023 for Latin America with potential support from JBS and Minerva, etc. McConnell suggested consideration be given for an in-person 2023 Budget meeting.

### **2022 Strategy**

McConnell reviewed highlights from the updated Strategic Targets. The webinars are on track. Working group progress toward the goals will be given at the conference and reflected in the report before the end of the year's report to the Board. McConnell added encouragement of increased membership growth and engagement. McKelvie suggested a way to survey the memberships' assessment of return on investment with GRSB membership while at the conference. It was discussed that the Climate FLAG Guidance issued late September should be highlighted to the membership with opportunity to give feedback, perhaps a webinar. Petre added GRSB and its members should provide feedback on the Land Sector and Removals Guidance which would be due by Nov. 30th.

### **Executive Director's Report**

#### **GCSB Update**

Petre advised conference planning and scheduling is coming together well with strong groups put together for the various sessions. Jason Weller with JBS has been confirmed as the Keynote Speaker. Peter Byck will be sharing his most recent project largely funded by McDonald's. Diana Rodgers will be present to represent nutrition. Current registration is at 160. Travel expenses have increased significantly which may affect conference attendance. The Slido platform will be available on mobile devices for questions during the conference. Petre will select and feed the questions for discussion. Slido is a good tool to enhance engagement and be used for any polling or likes, etc. Ambrose will put together a conference operations call with the key individuals, as well as for panels. The conference sessions will be recorded and not live-streamed.

#### **COP27 Update**

Petre reported that he will participate as a panelist on the UNFCCC (United Nations Framework Convention on Climate Change) side event on Nov. 14. Their Food Day is Nov. 12 which is when Petre will arrive directly after the Global Conference. GRSB is also slated for the IICA and African Union Pavilions, as well as FAO and other governmental pavilions. Some sessions will be likely combined with ILRI and Dairy sector. Eisele added that EcoSecurities has requested space at the IICA Pavilion. Lowe will send Petre information on the Canadian Cattle Association's engagement at the Bio Diversity conference in Montreal in December for Petre to share with the Grasslands group.

### SureHarvest Update

Petre reported SureHarvest has completed all group calls have with the working groups and National Roundtables, and will be presenting an outline of next steps at the Global Conference.

### Regional Director's Report

Eisele advised she will be flying to Bolivia for the Latin American Roundtables 2-day Strategy meeting on Oct. 12<sup>th</sup>. Eisele reported recently attending the annual Global Agenda for Sustainable Livestock meeting held in Ireland. There is an opportunity for GRSB to join as an Observing member of FAO's Subcommittee on Livestock – Eisele will follow-up.

### Administrative Report

#### Board Elections

Stuart reviewed the Board Nominations and gaps and is conducting follow-up calls accordingly. Nominations must be confirmed prior to being put forth to GRSB. The nomination deadline is Friday, October 15<sup>th</sup> and voting will commence shortly after, and a new Board will be elected before the Global Conference. Sherrard asked Eisele how can we encourage Latin American members to engage on the Board. Eisele will be adding this to the agenda for the Latin America Strategy Meeting in Bolivia. McConnel offered being available to stream in to the roundtable meeting in Bolivia to help encourage engagement and nomination for the Board of Directors, as well as the Executive Committee. Petre encouraged for the roundtables to agree to identifying one Latin American representative and for all to vote that designee which would improve chances.

#### New Prospective GRSB Members

New member considerations were given for Milliens, Frigorifico Manu Eirl, von Forrell Ranch, and Volur.

Frigorifico Manu Eirl is pending further conversation.

It was moved by McConnel and supported by McCan to recommend approval of Milliens, Volur and von Forrell Ranch for GRSB membership. Motion carried.

### Other Business

McConnel recommended a face-to-face Board meeting in January or February 2023, possibly in Latin America or Europe. Petre suggested Hawaii as a good location. Eisele will check on Latin America's schedule.

**Next Executive Committee Meeting, November 1<sup>st</sup>, 3:00 p.m. – 4:30p.m. Central US / Canada.**