NH Maple Association Board Meeting June 1, 2017 Concord NH Farm Family building

Meeting started 6:06pm

Board members attending: Jim Fadden, Bruce Treat, Ben Fisk, Jeff Moore, Steve Roberge, Nick Kosko, Dale Smith, Chris Olsen

North American delegate: Dave Kemp

Visitors: Jimmy Fadden, Roger Somero

Container Report from Nick Kosko

-Bacon Jug will provide a 10% early order price (ordered by 6/15/17 and delivered by 10/31/17). Shipping is free with Bacon’s truck. Otherwise, shipping to other locations will be with most likely Ross at a cost to the Association.

-Possible to sell the containers on the web if large orders and can come from Bacon on a pallet.

-Roughly 75% of containers are sold by two dealers; Bascom and Sunnyside Maple.

-At anytime $60,000 to $95,000 in containers are sitting in storage.

-Discussion was had about setting up a tiered system for dealers. A 10% discount price for early orders and a higher price when containers are ordered off of discount. Dealers would pay for the increased cost off of discount.

-Bruce Treat and Nick Kosko agreed to work on a plan for dealers to address the discount/off discount purchasing and will share with the Board.

Summer Meeting from Steve Roberge

-Summer meeting is at Sunnyside Maples in Loudon of July 22, 2017. Steve is working on agenda and logistics with Bruce and Jim.

Fair Report from Jeff Moore

-Emails and letters were sent out seeking fair managers for 2017. Mt Cabot agreed to help with the Lancaster Fair. Ben’s Sugar Shack and Miranda Milano expressed interest in Hopkinton and Deerfield Fairs.

-Bruce, Ben and Jeff recently met with UNH Cooperative Extension Professional Development & Training staff to come up with a plan for running the fairs in the future. They are still waiting to hear back with a proposal. 2017 fairs will still need to be covered.

-Jeff explained the current split for syrup and maple products between the association and those selling at the fairs is 20% NHMPA/80% Sellers. Jeff proposed adjusting this help increase revenue for the Association and cover the cost (mostly educational responsibilities) of being at the fairs to 20% NHMPA/80% Sellers for syrup, candies, cream, sugar, BBQ sauce and 40% NHMPA/60% Sellers for cotton candy, nuts, doughnuts, ice cream.

-The idea is the “live” food (cotton candy, nuts, etc.) would help to pay for the educational efforts the fairs require of the Association’s booths.

-Discussion was had about the splits and it was agreed that a model needs to be develop that works for the Association and the Sellers that allows us to continue in the future.

-Dave Kemp suggested starting with a small increase, 25% NHMPA/75% Sellers.

-Jim Fadden made a motion to keep syrup, candies, cream, sugar, BBQ sauce splits at 20% NHMPA/80% Sellers sauce and to change cotton candy, nuts, doughnuts, ice cream to 25% NHMPA/75% Sellers. Dale Smith seconded the motion. Motion passed 6 yea to 1 nay with Ben Fisk abstaining.

-Big E. No one has offered to manage the Big E for 2017. The board will look to subcontract the running of the Big E. Contractors cannot use their containers and must use NHMPA containers. It will be a competitive bid process.

-Bruce Treat will draft a proposal.

-June 28th is the Big E exhibitor meeting. Jeff Moore and Bruce Treat will attend.

-NHMPA will have cream and candy containers for Association members to purchase. Members selling cream and candy will be responsible to bring their cream and candy in Association containers if they want to sell them at fairs.

-Right now, Ben’s Sugar Shack and Bascom’s have candy containers for sale.

-Jeff Moore made a motion to purchase 5 cases of cream containers in 2 sizes, 1lb and 1/2lb. Bruce Treat seconded the motion. Motion passed 8 yea to 0 nay.

Membership Dues

-Currently dues are at $35.00 with $20.25 going to IMSI and NAMSC. $14.75 goes to NHMPA.

-Bruce Treat’s analysis of the budget shows it costs roughly $30.00 per member to run the association.

-Jeff Moore suggested provided a detailed invoice showing members the breakdown of dues between NHMPA and IMSI/NAMSC.

Website from Nick Kosko & Chris Olsen

-Maple Weekend/Late May both experienced crashes. Maple weekend was a server issue.

-We are currently looking for new website developers to create a better, more reliable site for members and the public. We need to change before maple weekend, 2018.

-Roughly 120 members used the site to update and customize their profiles.

Awards

-Felker to be presented at the summer meeting. Great response this year.

-Carlisle award needs to be promoted via email/facebook. Judging is due by the annual meeting.

International Meeting

-Committee Meeting is June 17

-Budget for the 2018 event is being built. Goal is to be profitable for the Association.

-Looking for more volunteers to help with everything at the event.

From Visitors

-Roger Somero reminded the Board the 2016 Felker plaque had yet to be delivered to the recipient. And his son, Reuben Somero would be happy to host a tree tapping ceremony or summer meeting.

Meeting adjourned 8:37pm