



## Minutes

### 7:00pm via Zoom 6/15/21

Members Present: Andy Chisholm, Sue Folsom, Dave Kemp, Andrew Mattiace, Doug Byam, Darrell Fisk, Bud Taylor, Charlie Hunt, Alisha joined the meeting at 8:09pm.

Members Absent: Chris Olsen

The Executive Board met at 7pm with Andy, Dave, and Sue present. Alisha was in transit from work. Discussions were had about the notice from Sugarhill about new 5% surcharge on orders due to resin prices taking a serious increase. There was also some discussion about FW Webb not having a container order in yet for this year. Sue reached out to them at Bill's request and they replied with an order and PO. At the annual meeting a few members complained about the tamper evident ring on the caps not shearing off correctly and Dave will bring that up to Bacon. The Executive Board then spoke about fair requirements both regarding the Big E and Deerfield on how members can participate in getting their products sold. With this year having a requirement for syrup to come from a Seal of Quality sugarhouse, we are anxious to see if enough syrup will be available after such a poor year of production. Additionally, there should be a standard written up on how members products should be brought in at the fairs. (i.e. clean containers, boxed in good condition cardboard boxes, appropriate labeling). The Hopkinton Fair was brought up because there are signs on the sugarhouse building that belong to the NHMPA that we should try to take possession of before this years fair.

Meeting called to order by Dave Kemp at 7:34

Minutes from 4/22/21, annual meeting minutes from 5/22/21 - Dave asked for any additions, omissions or corrections. Hearing none a motion was made to accept both sets of minutes as written by Doug Byam, seconded by Darrell Fisk. Votes in favor were made from all present. Motion carried.

Letter of Support for David Moore – UNH – David has sent the NHMPA a letter asking us for support again for him with added research into niche syrup production from trees other than maple. Darrell made a motion to submit a letter of support to David Moore. The motion was seconded by Charlie Hunt. A bit of discussion followed regarding suggestions to make to David about quantifying



some data like sap flow comparisons, could be more in depth. After calling for the vote all present voted in favor of submitting the letter of support.

Jug situation - Sue reported that shipments have started again from Bacon to dealers. These shipments contain the old Nutrition Panel. Future shipments will have the new panel since we just got the new screens of the containers for approval. Discussion was held about which containers needed the FNP and the smaller containers don't need the panel as it would be too difficult to print.

Member price concern of individual units raised by Sunnyside along with odd case prices. According to Mike the single jug prices were usually about a dime over the case price breakdown since they have to count out the singles and it takes more time. The Board was all in agreement to make the prices more in line with the former amounts. Sue will make the correction and get it to Stephanie for publishing in the June Gathering Tank. Out to the dealers and have the price list added to the website.

Tax status change 501c6 vs 501c3 – updates – Andy Chisholm was able to get feedback from various sources with some significant tax knowledge. The change is not open to us as an organization. The main point under IRS no private shareholder or individual can benefit from a 501c3. The membership would be considered shareholders so that would be disallowed. Our by-laws spell out benefits to the members in various ways like promotion and fair sales etc. 501c3s are also prohibited from lobbying. Also, there was talk about whether we could piggyback off the NH Maple Museum as a 501c3 and that is also not feasible under the law. Right now the membership of NHMPA members to the museum constitutes a 'shareholder' issue that could come into play in the future for the museum. Bud was wondering about whether a 501c4 would work for us. But after other discussions the income thresholds for a 501c4 are too low for the NHMPA.

NHAITC – board position update - Andy Chisholm reported speaking with Debbi Cox and he will attend a NHAITC meeting in July.

Summer Meeting – Shaker Village – Dave confirmed with Sue the meeting is set for Aug 14<sup>th</sup>. Sue is waiting for a rental agreement form from them. Rental of space can accommodate 75 people, we can bring in boxed lunch which Edie Kemp volunteered to do, tours outside are free with rental cost. If we do tours, we need



to pick topics from choices on the website. Rental of Hubbard building is 500.00, speaker may be Mark Isselhardt but Dave is waiting for confirmation.

Fairs – Big E, Deerfield – Dave got an email today that the Big E is on for 2021. His question is do we have the money and people to do them. Darrell said we could get help from other organizations and that we should continue to have a presence to promote our states syrup. Various discussion was had around syrup needs and what are our goals there; promotion, education and some revenue. Alisha will check in with the Woodards who had been running the Cheshire Fair to see what they are doing and report back to us. And if they need help at Cheshire, she will try and help out. Bud Taylor and Andrew Mattiace volunteered to help at a fair(s). Bud made a motion for us to enter the Big E and Deerfield Fairs. It was seconded by Andy Chisholm. All members present voted yes.

Promotion for remainder of 2021 - UNH August promo NH Eats Local Month – UNH reached out to us to be part of NH Eats Local. Do we want to join the promotion? Bud made a motion to say yes to the UNH NH Eats Local promo as a participant for free and engage Morning Ag Clips if the budget allows and they are needed. The motion was seconded by Doug Byam. All members present voted in favor. Morning Ag Clips wants the Board to help define their role for the balance of 2021. And are we planning any fall event they need them to know about? There was not a lot of activity overall for the Fall in Love with Maple fall event in 2020. Andy felt the fairs will take too much time and they should be our focus. Alisha also felt the fairs would provide the best opportunity for local engagement. Bud reflected the same sentiments as well. MAC should do social media posting about the fairs and our presence coming up at them.

Cookbooks update – Sue reported she got in touch with the company who did the last batch of cookbooks and that we had 500 printed at that time back in 2016. The quote for that was 3250.00 without shipping which might be \$100. That would make our cost roughly 6.75 per book. For a thousand printed copies the price would go down by about \$1 ea. Is there enough interest in the membership to do this? It was suggested we add a question in the Gathering Tank to ask about the interest from the members. Andy said he'd carry some in his sugarhouse if we had them again.

How many signs went to Sunnyside? Darrell thinks 14 signs were turned over to Mike. Dave commented that he hopes someday we can have a NHMPA logo roadside sign that producers could put up for the syrup sales instead of handmade



signs. Dave commented it would also be nice if our clothing goods could be made available to sell at our meetings.

Other Business – Darrell asked what was left for candy boxes and cream containers. Sue reported there 7 cases of ½ pound tubs and 1 case of 1lb tubs. Discussion ensued about what we’d do about get more tubs from Sugarhill or will we need to have a label made? Darrell didn’t think we’d get any cream containers before January from Sugarhill. He also thought that blanks might be available sooner. Bud mentioned an NPR story about invasive worms. And Dave and Sue mentioned they had heard of them before and there was an article in the Maple Digest and Maple News.

A motion was made by Sue Folsom to adjourn. It was seconded by Darrell Fisk. All voted in favor and the meeting ended at 9:49pm

Respectfully submitted,

Sue Folsom

NHMPA Treasurer