



## NHMPA 5/15/2023 Monthly Meeting Minutes 7:00 pm via Zoom

**Members Present:** Doug Byam, Kelly Byam, Andrew Chisholm, Charles Hunt, Kate Stanley, Will Streeter; Stephanie Kelly (Secretary), Lila Nolan (MAC).

**Members Absent:** Dave Kemp, John Kenney, Chris Olsen.

Meeting called to order at 7:08 pm by Andrew Chisholm.

### **Approval of Prior Meeting Minutes/Upcoming Meeting Dates**

- a. **April 14, 2023 minutes - motion by Kate with second by Doug; motion carried.**
- b. **Next monthly meeting - will be scheduled after Feast Global meeting on 5/31**

### **Old Business**

- a. **Committees - Container Committee:** Andy would like someone from the Board or in the Association to help out with the container project to keep on Bacon and get Rice Packaging going on producing a third candy box and cream containers. Stephanie suggested helping to find someone to help with containers by making members realize what will happen if there are no containers - someone needs to realize the importance of not having containers and be willing to push back on Bacon. Doug asked about Sugarhill again, and Kate said that is who used to do them in the past. Will said Sugarhill and Bacon are now owned by the same company; CORRECTION 7/10/23 Sugarhill and Bacon are not owned by the same company, but they are blow-molded by the same company. There are only about 3 or 4 companies in the world who make containers. Kate said they don't use Bacon's jugs because they don't like the quality; what does the Association think about just



selling stickers rather than containers? Andy said he has discussed it with others and received mixed reviews. Andy said when Nick was President, there had been a lot of pushback - Andy has learned a similar lesson about trying to make this type of change. For the most part, membership likes the current way of doing things - the jugs, the logo, etc. Andy said he can't get glass containers either. There is a backup on all containers. Kate orders from Longview Forest Products. Andy is concerned that a smaller company would not be able to keep up with that. Will said CDL has everything up to half-pints and should have larger jugs running in September or October. They are going to do a large run of all-state jugs instead of state-specific jugs since it takes so long to switch the die. CDL may work on a round jug also; it might be a year out. Andy would be interested in looking into it when it becomes available. The situation is critical but is not an emergency yet.

- b. **Container update:** Andy spoke to Bacon Jug this afternoon; they have not seen any jugs since January 23. Bacon hired a third party company, who confirmed Altera Plastics changed the jug formula and it is causing issues. So Bacon asked for an action plan to fix the problem but haven't heard back yet. Andy doesn't think we will see containers until July or even August. Bascom called because they are running low on containers.
- c. **Grants update:** Andy and Stephanie met with Marianna and Andy from Feast Global back in April; they promote specialty ingredients to high-end international buyers. They will be visiting on May 23-24 to see sugarhouses and where maple comes from. They will be promoting NH Maple - possibly to an international hotel chain and the cruise ship industry. The Association will need another committee to help manage these orders when they come in. This could help with Association membership as well when sugarmakers see what the Association is doing internationally. A key



selling point for NH Maple is that it is traceable back to the trees it came from. Andy said he is going to Sunnyside and Fuller's and could stop in to Will Streeter's also. Andy is also going to stop at Peterson's Sugarhouse since it is so close to his own. Will suggested Fadden's and Benton's as additional stops. Feast Global will help producers with shipping and customs. There will need to be a discussion with Feast Global about how producers are supposed to price their product (retail?). Doug asked if there is any guarantee from Feast Global; Stephanie said maybe Feast Global can provide testimonial info to share with NHMPA Board. Will suggested they might have a resume with references that the Association could contact. Andy said we can schedule a Board meeting to discuss only this contract; meeting will be Wednesday May 31 at 7 pm. MAC will send a meeting invitation.

- d. **NH Food and Forest Expo report:** Farm Forest Expo went really well even though it was a big learning experience. It was put on by USDA, and the whole Dept of Ag, FSA, NRCS, was there. Attendance was 50/50 customers and industry-/ agriculture-related people. This year went well, and some improvements will be made for next year. The Association did \$6,170 in sales; two-thirds was made on Saturday. Friday was quiet after FFA kids left around 2pm. Saturday it quieted in the afternoon again. The Association already paid all participating producers as well as the Deerfield Fair its 5% (\$306) and paid one laborer for a cashier at the register. Heidi Bundy and her daughter came down and helped for the first time. Volunteers had the sugarhouse at Deerfield cleaned up in 40 minutes, and checks were sent out Monday. Last year we couldn't get checks out until November because everyone just left at the end so Andy had to go through what was left and do inventory and get it back to people. Amount of people who came out and helped this year was really great.



- e. **Maple Museum dissolution update:** Andy has not heard back from Mark Thompson; Mark is supposed to send Andy whatever Andy needs to know. Doug said last week Mark sent out the non-compete clause and said the group needs to get together live rather than via zoom. Andy asked Doug to let Andy know when that meeting is going to happen; Andy will join if he can. Andy reviewed the previous discussion about dissolving the Museum as a separate Association into a Committee of the Maple Association. Doug said the location makes it so people rarely go there; Kate agreed and said she would love to take her students there but it's too far away.
- f. **Summer Meeting prep:** Andy is looking at speakers for that. Dr Abby Van den berg has a conflict so is now penciled in for the Winter meeting (along with a couple other people). For the Summer meeting, Andy is going down the road of speakers from the state: Allen oversees Seal of Quality program, Shawn Jasper has spoken in the past, and potentially a few from UNH. Meeting is June 24 in Columbia so Andy is expecting a light turnout. Andy and Will discussed the possibility of doing a tubing demonstration. Will will work on catering and will see if CDL wants to sponsor lunch. NOFA wants to sponsor a session and will pay for Summer Meeting. Andy will work on other speakers.
- g. **Fair season prep:** Cheshire is first fair (Aug 3-6) and then Lancaster (8/31-9/4). Will S and Dave F will coordinate the Lancaster Fair. Andy will run Deerfield and Big E. Need help from the Board and membership for the Big E. Heidi Bundy might be willing to help with the Big E. A member said he would really like to be involved but only has 200 taps, but Andy said that was no problem so Andy thinks he will come forward soon. Goal for Deerfield is to have everyone cashed out when it ends and hand them a check on the spot. Will had brought up the Sandwich Fair, and Andy likes the idea but we need commitment and dedicated help to do it. Kelly says if they



go down for a weekend (Big E), is there a way to bring a camper as a vendor, and Andy says yes just let him know fairly quickly to finalize it - needs to be set by August. There is electric but no other hookups. Kelly might be able to do the last weekend of Big E. Andy said the major need is for a day or two prior, day one, last day, and day after. Kelly and Doug will talk and get back to Andy.

- h. **Cotton candy machines:** Will will get the machines out of the trailer and take them to be repaired in Massachusetts next week.
- i. **Trailer:** Trailer is still at Deerfield Fairgrounds, and it is a mess inside. Trailer is ok to stay there for the time being. Andy needs to get his truck checked to make sure he doesn't have any damage after a mishap with his own trailer. Will will see if he can get it from Deerfield and take it to Andy's. Doug said he could get the machines because he is close to Massachusetts, and Andy is even closer. Will and Doug can work out where the trailer ends up.
- j. **Logo trademarking:** Lila did some research that she will share with Andy; Andy needs to talk with Adam about grant funds for this also.
- k. **Website update:** Andy reviewed grant discussion about how the current grant cannot be used for website work since the website was not in the original grant request; USDA said it could not be added so another grant had to be requested. That application is in progress with a deadline of the third week of June. Kelly asked about getting started sooner - getting a list together of what needs to be done, looking at vendors, etc. She said there needs to be a committee - not just one person. Kelly mentioned Club Express; Kate said the Association wouldn't own the site with a company like that but we could not with Club Express. Andy said he has some info that he can share with whomever wants to help - Kate and Kelly will work with Andy to start a list for an RFP.



## **New Business**

- a. **Season Report for NAMSC Maple Syrup Digest due 5/20** - Dave? - Stephanie will confirm - Will thinks it is done and gone.
- b. **Maple Producer Voluntary Registration form** - Andy wants to hold off - he spoke with Allan Wyman at Farm & Forest Expo - the form being requested is the USDA form and is not the best path for small producers to go down. The form has scared producers away from the Seal of Quality program, which is better for NH producers. Will asked about mentioning SOQ at Summer Meeting - Andy said he has either Allen or Janice scheduled to attend Summer Meeting.
- c. **NH Maple to Washington DC**: Andy was invited by Shaheen, Pappas, and Hassan to go down and represent NH Maple in Washington DC again like he did last year. It's a full-day event; Andy spent the whole day there but talking to elected people led to the grant situations we are in now.
- d. **NEASDA/Bretton Woods donation** - Shawn Jasper is the president of the Northeast Association of State Departments of Agriculture (NEASDA) and reached out to Andy to go to the Regional Meeting in Bretton Woods on June 4-7. Andy ignored invitations multiple times until he mentioned it to Farm Bureau Board, who said he needs to go because they don't usually get invited. Andy registered and paid. Other states' maple associations are probably invited, and maybe Andy can connect with them. NHMPA will have to make a donation also; minimum is \$1000, but Andy doesn't think the Association should give more than that. There is about \$76,000 in the bank account with transactions from NH Farm and Forest Expo to be finalized. When the container issue gets resolved, the Association will need to place a large



order for containers that the Association pays for and gets reimbursed so there has to be enough money in the account to make that payment. **Motion by Kelly with a second by Will to donate \$1000; motion carried.**

**Motion to adjourn by Will with a second by Kate.**

Meeting Adjourned at 9:25 pm.

Respectfully Submitted,  
Stephanie Kelly, Morning Ag Clips