



NHMPA 7/10/2023 Monthly Meeting Minutes 7:00 pm via Zoom

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

Members Absent: John Kenney, Chris Olsen

Meeting called to order at 7:04 pm by Will Streeter.

Approval of Prior Meeting Minutes/Upcoming Meeting Dates

1. Minutes from May 15, May 31, June 8, June 12, June 19, June 27 - motion by Doug with a second by Kate S to approve all minutes as amended; all minutes passed with unanimous vote.
2. Next monthly meeting: Monday August 7, 7 pm. The Board can meet sooner if need-be for Cheshire Fair prep.

Old Business

1. Committees updates - 5 standing committees in Bylaws
 - a. Container Committee update - Will mentioned the LTM email today that resin is going down, no pricing included; Kelly said there is a 3 cent per pound reduction on resin for shipments on or after 8/1. Will said there are supposed to be some gallons and half-gallons being printed and shipped. Will is assuming a lot will get printed for McClure's. Will talked with Mike, who



said he has a pretty decent stock at Sunnyside. Will said Rice Packaging sent some samples of the candy boxes, and Will sent photos to Deb. Will shared the quote for 10,000 boxes; Deb asked when the boxes could be gotten, and Will said he thought it would be a week or two. Dave said he knows there are two sizes currently in stock - how many are there? Can they order just the new size, which should last a long time? Will responded there are 5 cases of 1.4, 22 cases of 1.5 at Sunnyside. Will emailed Deb at Rice Packaging for an updated quote on CBX2 and 1.4. Kelly said there was some discussion at the last meeting on logos and trademarking; Kate S asked which logo is being used. Will said it is the same one as was seen at the last meeting - it's the same as what is on the jugs.

- b. Sales & Fairs Committee update (Cheshire status, Booths at the Big E and Deerfield Fair, cotton candy machines, trailer) - Cotton candy machines are back and done and in the trailer at Charlie's. Will has a list from Deb Locke of who worked at the Cheshire Fair last year - Will will share via email tomorrow. Will will respond to Leigh Niland's email tomorrow. Deb asked, it's 3 weeks away, have you contacted the vendors? Doug said he thought John was going to contact them once he got the list. Heidi said I can be added to that list for product and can work the last day of the fair. Deb said she did nuts, candy, and cotton candy. Doug is keeping the weekend clear to help also. Will will take care of that in the morning. Kelly said there was a binder that Bud had that was in the trailer - Will asked Charlie if he looked for it. Charlie said he will try to get out there tomorrow and find the binder and iPads. Charlie will get the trailer to Cheshire. Will moved on to the Big E - John had sent his email Shawn Jasper, and Stephanie sat in on Josh Marshall's meeting



last week for all NH building vendors. Stephanie said the MAC team can send out an email for help from members - Will said that would be good. Will asked about issuing checks the same day - Stephanie said it's not realistic. Deerfield - also John - Will said John said he will call Will in the morning for an update. Deb said there was a lot of confusion in Bud's accounting so it might be difficult to account for everything. Deb said when a producer brings product, he or she turns in an invoice and does his or her accounting. And then you account for what you are taking back - do your own accounting. Deb said it's always the same people participating in supplying products to the Fairs, and Fair payments got combined - it would be hard to tell who did product for which Fair. The Association did not sign up for North Haverhill because it was such a big loss last year. Kelly asked if there is a way to account for product used for sampling in Square; Heidi said there is a way to do that with Square.

- c. Website Committee update - rename as Promotion Committee? Kate S said the Website Committee should stay as its own ad hoc committee since it's such a big undertaking. Kelly and Kate have been doing independent research. Kelly has been looking at developers and asked Marianna for ideas. Marianna suggested someone in India, which probably would not work for the Association. Kate and Kelly will plan to make time to meet with each other. Kelly said the Board talked last meeting about asking membership what they would like to see on the website - Stephanie said she thinks members were already asked. Kelly asked for a contact at Loud Canvas - Stephanie will provide it.



- d. Budget Committee - need members - Will said he remembers bar graphs and info at Annual Meetings. He is willing to be on the Committee with some other people. Stephanie said Christa does actual payments and checkbook work, and Stephanie worked with Freedom Accounting to do budget, grant tracking, and budget projections. Will said we could send out a survey; Doug is willing to help too.
 - e. Education Committee - need members, Ag in the Classroom is going to UNH. Farm-to-School Days, Deerfield and other Fairs. Kate S is happy to be involved. Kelly suggested asking Dale Smith - Kate will ask him. Kelly said Dale is willing to help with Fairs too. Kate asked about Bruce Treat also - the head of Tucker Mountain Maple - Kelly said Kate should so Kate will.
2. Grants update
- a. SCBG - app (CT Wine Passport, NY State Parks, VT Brewery Challenge), video, NHAITC, Extension - Stephanie discussed the midyear report and is waiting for John's approval to submit it. She also discussed the open aspects of the grant and would like someone from the Board to work with her on open components of the grant. Kelly mentioned how the app could be related to a website developer. Will asked if anyone had contact Steve Roberge regarding Maple School coming back? Will will reach out to him.
 - b. Acer - NH state contract, FEAST Global contract, committee (SOQ) - Stephanie said the contracts still need to be signed and returned. Will will talk with John tomorrow. Kelly asked Dave if he looked into Seal of Quality related to the Acer grant - do people have to have it? On October 25, 2020 NHMPA Board voted unanimously for anyone selling syrup at Fairs to be SOQ certified. The grant does not require SOQ certification, but the Board could vote to make it



so. Dave asked if there is enough SOQ syrup available to satisfy grant orders. Kelly said it needs to be a larger discussion - there has been talk about jugs, but the grant does not require membership so is there leeway to require SOQ certification? Will told Kelly that Janis could get an updated list of members who are SOQ certified.

3. Maple Museum dissolution update - Doug said the way it was left was Mark Thompson was going to talk to Andrew Chisholm, and they did talk for a lengthy amount of time. Doug doesn't know where the conversation went. Mark was all for dissolving the Museum and making it part of the Association. Originally there was an agreement that everything had to stay north of the Notches; Doug said there was also talk of everything going to UNH? Will said he thinks Dave Kemp sent along the Bylaws from the Museum, which included a section on dissolution. Doug said he could talk to Mark tomorrow and see how he left off with Andrew and try to get the ball rolling. There are a lot of items that would need to go somewhere. Kelly found a Memorandum of Agreement from Society of NH Forests and NH Maple Museum - she will share with everyone. Will found Articles of Incorporation and Bylaws. Dave said the Rocks Estate is still happy to host the Museum, but they are owed \$600 a year and goes up \$25 a year. Dave said there had been a separate account to keep the Museum funded and included a percentage of dues to pay the rent. Then everything could be stored and the bill could be paid. Doug said it would be hard to find a place further south that would house everything for that amount. Dave said they spent a weekend up there a while ago getting everything there and consolidated into one building. Will said we can discuss at the next meeting and then probably table it until after Fair season.



4. Summer Meeting wrap-up - Will submitted all receipts for reimbursement. There were about 25 people there, and everything went well. Thanks to Dave and Edie and Charlie and Theresa for everything they did and for food, that kept food cost down.
5. Logo trademarking - Kate S did some research and found there is a fee per trademark - will be approximately \$350 per logo (\$700 for two). There is an online application that can be filled out and submitted. Deb suggested only trademarking the logo on jugs and boxes using grant money but not trademarking the “letterhead” logo. Dave said if the container logos are trademarked, the Association should update the Bylaws to specify that only members can use Association containers. Kelly agreed with Dave, but if someone has purchased jugs but doesn’t pay membership dues until after sugaring season, it will be tough to enforce. Deb said Bascom sells to everyone. Stephanie said there is a piece of dealer education and compliance that needs to be managed. Will said he knows Mike is good about it but isn’t sure about the others. Doug mentioned the Blue Seal ad that showed jugs being sold. Dave said he had to take jugs off shelves at 2 Agway locations. Deb said “Every time I purchase from sunnyside I am asked if I am a member.” Heidi said “As a dealer it has always been our understanding and policy that we have to see an up to date membership card before we sell association containers to someone.” It says on the Bascom website that you must be a member to purchase Association jugs. Heidi said she has access to the membership spreadsheet to see when Kelly or Christa makes an update for someone paying dues. Will asked Kate if she would do more research on trademarking and report at the next meeting; Kate said she would.



New Business

1. Officers and Directors policy - It is not needed for the Acer grant. There is another renewal coming up, and Will will work with Dave on the trailer registration. The Fairs may need coverage also. MAC will research getting that coverage reinstated.
2. NOFA-NH TOPP program - NOFA-NH was supposed to get a grant to support NHMPA Summer Meeting, but the grant did not come in time. The grant has been awarded, and NOFA has grant funds available to work with the Association now. Will suggested having them speak at the Annual Meeting, and he thinks the Association should work with them. Stephanie will respond to their email to get the ball rolling, slowly through Fair season and then have a meeting with them after getting through Fairs.
3. University of Michigan - Dave forwarded the email for consideration; MAC team shared with members for participation in a research project.
4. Winton emailed about the North American meeting in MA - Dave will share with MAC to share with membership.

Motion to adjourn by Doug with a second by Kate.

Meeting Adjourned at 8:47 pm.

Respectfully Submitted,
Stephanie Kelly, Morning Ag Clips