



NHMPA 8/28/2023 Monthly Meeting Minutes 7:00 pm via Zoom

Members Present: Doug Byam, Kelly Byam, Charles Hunt, Dave Kemp, John Kenney, Kate Stanley, Will Streeter; Stephanie Kelly (Secretary), Christa Campbell (Treasurer), Kate Ziehm (MAC).

Members Absent: Chris Olsen

Meeting called to order at 7:09 pm by John Kenney.

Approval of Prior Meeting Minutes/Upcoming Meeting Dates

1. Minutes from August 7 - motion by Doug with a second by Kelly to approve minutes; motion carried.
2. Next monthly meeting: Monday September 25 7 pm.

Old Business

1. Committees
 - a. Containers/boxes - Bill Cheney said Bacon is not receiving any containers from Altium; they have a few pints and half-pints on hand. Altium is having problems getting distribution going. Bill shared what had been ordered from Bacon originally: 250 cases of gallons, 330 cases of half gallons, 760 cases of quarts, 500 cases of pints, 190 cases of half pints, and 62 cases of 3.4 oz. Bill shared what dealers actually ordered: 126 cases of gallons, 180 cases of half gallons, 240 cases of quarts, 274 cases of pints, 105 cases of half-pints, and 25



cases of 3.4 oz. Bill said he will be asked if the Association still wants to hold that order? John said keep with original order even though it will be a while before containers arrive. Doug asked if the Association could pay for it if it all came in; John said the Association could re-evaluate if that happens. Andrew Chisholm said he's not sure where the numbers from Bill came from; Andrew said he had based the order for 2023 on what was used in 2022. Andrew said there is plenty of storage. Mike Moore said he does have room in the trailer but not for 500 cases of quarts. Barb Patch asked if new orders going out for the grant will be in NH PRoducer jugs. Andrew said it will be up to the buyer what the containers are. Andrew said some of the order can be canceled because the order for 2024 is the same as 2023. Andrew said to use canceling the order as leverage to get Bacon to start sending out containers. Dave Kemp said to ask dealers about their inventory; take what dealers have and buffer it somewhat to know what to order. Dave asked Bill if he knows which plant the containers are being produced in. Bill said he does not know but he could check into it. John confirmed getting current inventory from dealers. Andrew said he repeated the 2023 order for 2024. Mike said if you cancel too many, it could cause a problem later. If customers hear that there is a jug shortage, the dealers will have a problem as customers will start wanting to buy more to stockpile. This happened last time. Andrew asked Mike about the rest of his inventory; Mike said he is good on quarts and pints. Half gallons are the lowest right now. John suggested reducing the number of quarts; Mike suggested keeping it at 400. Andrew suggested 400 or a little less because at the time the Association had a surplus of money in the bank to cover the cost of buying more containers to avoid the shortfall that happened in 2020 and



2021. John said there have been some jugs trickling out in the last few weeks. Mike said dealers need to get the jugs before the reserve. Andrew said dealers should be completely full before jugs go to the reserve. John asked about cutting back on quarts also - Andrew said cut everything in the order by 20 or 25%. Will said storage will be an issue if they don't cut back. Andrew is aware of dealers who are getting low. Kelly reiterated that dealers should get jugs before the reserve. Board members agreed to reduce the order by 25%; John asked Bill to talk with Bacon about the reduction. Andrew told Bill to make an overhanging threat of further cancellation if more jugs aren't shipped. Will discussed an updated price from Rice about boxes; John will review where it was left. Kelly said where it was left was that there was concern about Ben owning the die. Andrew said the order for candy boxes has to go through Ben. The dies are \$600 each and three are needed, for a total of \$1800. Ben charges 5 cents per box - he had designed the die originally and retained the rights. Deb Locke said grant money can pay for dies. Andrew said there is potential for grant money to pay for the die; Andrew was discussing it with Adam, who was waiting to hear from USDA. John said we need to reach out to Adam to confirm if it is permissible; John asked Stephanie to contact Adam.

- b. Sales & Fairs - Contract for The Big E was signed and notarized; Christa sent payment. Deb said James Gove has not been contacted about cotton candy - John said he will reach out. Mike said he had a call from Lynne Blye about the Big E. She's wondering if the NHMPA booth will be doing cotton candy and nuts. She had not heard. If not, then she will do it in their General Store. For Deerfield, help is needed - the Association is actively looking for someone



who can step up and take it on. John had spoken with Andrew earlier; Andrew said he will consider it.

- c. Website - Kate S, Kelly, Stephanie, and Christa are working on it. Andrew had a meeting with Commissioner Jasper and Josh Marshall - they are expecting a response to the grant request in mid-September and will let Andrew know. Kelly mentioned the committee meeting on August 16 to generate the RFP - the committee made a lot of progress from multiple angles. There is a rough draft; the committee will meet again on September 11. There is a list of potential vendors to send the RFP to. Kelly is willing to stay somewhat involved as much as she is able. Kate S confirmed the group was working on the RFP and she is willing to continue to help as well.
 - d. Budget - will discuss at next meeting.
 - e. Education - Kate S said no updates as of now.
2. Grants
- a. SCBG - Stephanie asked for Board approval to submit the midterm report. Stephanie asked for help with other pieces of grant: video development, app development, work with NHAITC, UNH Extension. John said he has someone who can shoot video during maple season.
 - b. Acer - Adam had emailed Stephanie, who emailed the Board, to say the grant is set for review and approval on September 6, and John has already approved the contract with FEAST Global.
3. Maple Museum dissolution - tabled until after the Fairs.
4. Logo trademarking - no update from Kate.



5. Officers and Directors policy - MAC needs to finish getting info to the insurance company to be able to calculate the cost. Stephanie got the 990s from Freedom Accounting and will get needed data and submit for a quote.

New Business

1. Notice from Andrew Chisholm - Andrew is looking for the changes to the minutes on May 31 to be rescinded. Andrew was advised to bring Commissioner Jasper into the loop on the situation. Andrew is asking the Board to redact the change to the minutes; John asked if Andrew meant a redaction or a recision; Andrew said however the Board wants to do it. Motion by Doug with a second by Charlie to rescind the correction to the 5/31 minutes and approve the original draft; motion carried.
2. Resignation of Will Streeter - Will said he willing to help with the Association but cannot afford the time it takes to be a Board member. Motion to accept the resignation carried.
3. Resignation of Kelly Byam - Kelly said there was no collusion on the mass resignation since there were 3 in one day. This has been a long-time issue for her, from when she first started helping out last year, and she needs to focus on her family. Kelly is willing to help with the website or whatever is needed. Motion to accept the resignation carried.
4. Resignation of Kate Stanley - Kate S confirmed it was not collusion and she has some bigger responsibilities at school this year. She is still willing to help with the website and the education committee. Motion to accept the resignation carried.
5. John asked MAC to draft a letter to membership to get more people to be active in Association business.



6. Andrew said he is willing to join the Board if the Board would entertain it. There are currently four Board members, of which three were still on the call. Motion by Doug with a second by Charlie to add Andrew as a Board member; motion carried.
7. Deb asked about meeting Charlie with the trailer; Charlie said Mike Moore is going to bring the trailer to Deerfield. Deb can meet him. Will will drop off the iPad he has as well as the trailer keys to Charlie. Doug said James Gove's extension cord is in the trailer. Kelly said Cheryl Moore thinks there are four small sugars missing - Kelly asked Charlie if he will look for it. Doug said he has the starting money for Deerfield (\$350 for each cash box) - pulled out of the Cheshire Fair money. He needs to get it to somebody somehow - John said he will get back to Doug. Deb said the Board member who is going to be at the Fair should have that money - Kelly said she can make arrangements to meet with John. Deb said she can make deposits at TD Bank - she drives past the bank frequently.
8. Deb said when she goes to the website, it shows Stephanie as a Board member. Stephanie explained that since MAC is the Secretary and Treasurer, those are technically Board positions, but MAC never votes.
9. Kelly commented on Rick's comment in the chat - Rick asked when the resignations were effective - if that would provide a quorum. Kelly said hers is effective 8/31, while Kate's and Will's were effective immediately.

Motion to adjourn by Doug with a second by Andy.

Meeting Adjourned at 8:20 pm.

Respectfully Submitted,
Stephanie Kelly, Morning Ag Clips

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