

## NY State Maple Association Minutes of May 23, 2018 Board Meeting

Meeting called to order at 10:00 am, by President Tony Van Glad, 301 Myron Rd. Syracuse, NY.

Roll call was taken by Mandi Burnison. In attendance: President Tony Van Glad\*, Dwayne Hill\*, Chris Welch, Treasure Karl Wiles\*, Don Weed\*, Nathan Williams, Nadeen Lyndaker\*, Haskell Yancey\*, Scott St. Mary\*, Hugh Newton\*, Doug Thompson\*, Mike Grottoli\*, Mike Bennett\*, Randy Galusha, NAMSC Eric Randall\*, VP Greg Zimpfer\*, Dave Schiek, Gordie Putman, Helen Thomas, Steve Childs, Lyle & Dottie Merle, Bill Moore, Dean & Ruth Ester Delavan, Brian & Mandi Burnison. Call in: Joy Herfurth\*.

The Pledge of Allegiance to the United States of America was recited by the group.

\*Motion made to approve Mandi Burnison as the secretary for the NYS Maple Association made by Eric Randall, 2<sup>nd</sup> by Greg Zimpfer – carried.

Reviewed minutes from January 5<sup>th</sup>, 2018 meeting. \*Scott approved and made motion Eric 2<sup>nd</sup> – carried.

\*Confirming meeting minutes from conference call, Eric approved and made motion Greg 2<sup>nd</sup> - carried.

### Officers Reports

President's Report – Tony Van Glad, he invited VVS to join our meeting at 1:00.

Treasurer's Report – Karl Wiles, There was an error in the Profit & Loss Sheet the grant says "2016&2017" should be "2017-2018". The Association sold \$40,000 in coffee and tea which brought in \$6-7,000.00 into the Association funds. Helen thanked Karl for checking the books thoroughly. Helen also stated she was notified by M&T Bank that they are severing ties with the credit card company. \*Motion to change card holder company made by Doug, Greg 2<sup>nd</sup> - carried. \*Eric made motion to approve Treasurer's Report, Dwayne 2<sup>nd</sup> - carried.

Discussion from Eric, Karl, & Helen, on grant money needs to be spent by fiscal year (5-31). Helen mentioned she still needs to pay NAMSC fees then this will wrap up fiscal year.

Executive Director's Report - Helen Thomas, currently we have 724 current members. Went to Lobby Day in Albany as well as CAO lobby day. Unfortunately the \$5,000,000 did not get approved for Cornell Capital Fund. Albany Maple Day was held by Senator Griffo. Helen made arrangements to go, a big day for maple. Have not signed off on the Maple Center for State Fair, having a meeting next Wednesday to hash everything out. Dawn was another candidate for the secretary position and has offered to help with our online website. She will work with Helen to get more things on line and help with keeping up on our website. Christy has also offered to help with the accounting for State Fair and other tasks Helen need. Helen passed around new recipe cards that will cost \$4,000 to print and produce. West Virginia is holding a maple conference in September. Looking for ideas for the Lake Erie Expo. Eric asked if we can provide coffee and tea at cost to Venders at fair for Maple Days at Fair -Helen said she will look into in. \*Nadeen made motion to approve Executive's Report , Hugh 2<sup>nd</sup> –carried.

Legislative Affairs – Dwayne Hill – The state granted the Maple Association \$225,000 and \$125,000 for Steve Childs position at Cornell.

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State Fair – Dave Schiek – Staffing issue, Matt Sage will be assisting Garry. Garry will be the first 5 days and Matt will cover the rest and clean up. Will be paying an hourly rate for their position as kitchen manager. With having additional space, we are looking for a couple of assistants to help with staffing and assist Matt and Garry. Dan will not be coming into the fair this year to make candy, with that we have decided to make it in Lyle's facility. Bill Kern and Lyle will take care of getting the candy to fair for this year. Syrup is secured for candy and ice-cream for this year's Fair. Looking to add Maple Doughnuts in place of where the candy is being made. Dave has a guy with the machine we can rent and is willing to come assist in showing us how to run it. Thinking about opening the Maple Center for Maple Winter Conference to show case what we do at State Fair. New product for fair is "Maple Jerky" and a "Maple Sausage". Need guidance on serving a Maple Bourbon Slushy. (See new business for further discussion) We are trying to get another 10x20 space added to the Maple Center. Meeting next week to sign for the space. Will also need to update Point of Sale software at the center.

Cornell Maple Program Report – Steve Childs – Steve thanked the committee for investing in the Cornell program. Joe Orefice has resigned his position at the Uihlein and has accepted a position with Yale. Working on putting a book together for fermentation of syrup and sap. Steve has completed 7 training courses for "Grown and Certified" in NY. Maple tour is July 15-17 this year.

### Unfinished Business

Update on Cornell Endowment- Helen Thomas – Defer on this, Cornell will provide Helen with update. \$1.00 per bag of cotton sold at State Fair will be put into the Cornell Maple Fund.

Update on Market Surcharge for Bulk Syrup – Gordie Putman – no new update, still working on the details.

Logo use on containers – Helen Thomas – No definitive answers yet, continuing to work on it with Artisan Glass and D&G.

Membership committee recommendations – Greg Zimpfer – each member we are currently losing money on. It cost about \$60 and change and the membership fee is \$55.00. Ideas: going with a 3 year membership; when you sign up for maple weekend it will include your membership; offer online applications; offer the Pipe-line online as an option to fill out on registration form to cut down on mailings; recommend raising member dues from \$55 - \$65; with a discount with 3 year sign-up; have a coupon offered at door of Winter Conference for \$5 off your membership. \*Karl made motion to move forward with price increase from \$55.00 to \$65.00 dollars for a membership, offer a 3 yr membership for \$180.00, offer online forms and space on the application for Pipe Line, discount coupons \$5 to be handed out at Winter Fest, and Maple Weekend applicants will not be accepted without membership fees being paid in full first, Mike Bennett 2<sup>nd</sup> – carried.

\*Motion was made to go into Executive Session at 11:52 by Hugh, Haskell 2<sup>nd</sup> –carried.

\*Motion was made to come out of Executive Session at 12:58 by Eric, Doug 2<sup>nd</sup> – Carried

Tony call meeting back to order at 1:00

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### New Business

VVS assistant superintendent Mark Wixson – Mark wants to assure the board that he and the staff at VVS are fully willing and able to host the Winter Fest at the school this upcoming year. Eric spoke on behalf of the Board, and asked VVS to come up with a proposal for NYS Maple Association for how they will fit all our needs to have the Winter Fest held there. Lyle had asked if there was a reason that Kevin was not allowed to association with the Maple Association. Mark said that he was unaware of this and will get it straightened out and notify Tony when all has been cleared up. Dave – requested the Maple Trailer for “Maple Day” at State Fair. Mark also assured the Board there would be no issue with the Association wanting to use it at any event. A conference call to be made when report comes back from VVS

\*Motion made by Hugh to keep Karl as Treasurer, Dwayne 2<sup>nd</sup> – carried.

\*Motion made to have Lyle Merle as the ISMI delegate and Eric Randall as NAMSC delegate made by Dwayne, Greg 2<sup>nd</sup> – carried.

\*Motion to have Lyle be Eric’s alternate and Eric be Lyle’s alternate made by Dwayne, Doug 2<sup>nd</sup> – carried.

\*Motion made to up the allocation in executive director contract to \$12,000.00 for external help, made by Don, Haskell 2<sup>nd</sup> –carried.

\*Motion to accept Helen Thomas as Executive Director made by Dwayne, Doug 2<sup>nd</sup> – carried.

Helen – Told the board about the donation for Price Chopper for their sales at Maple Fest. \*Motion to send “Thank you” letter made by Tony, Doug 2<sup>nd</sup> – carried.

Acer grant – Helen – Said we should make the effort even though it is a long shot.

Tapping on State Lands – Helen – Summary is in reports; Senator’s office would like us to work DEC to define out lines. \*Tony approved to have a committee for working on tapping State lands, to consist of Gordie and Eric.

Maple Milk process development – Helen – Food Venture Center has offered to prefect Maple Milk.

\*Motion to spend \$2,000.00 on research on Maple Milk made by Karl, Eric 2<sup>nd</sup> – carried.

2018-2019 Budget - \$10,000 increase from State funding propose we allocate the funds the same way we did in 2017-2018. \*Motion made Board to give executive committee to finalize details on expense, made by Doug, Hugh 2<sup>nd</sup> – carried.

Senator Ritchie Ag Day – Helen said she will go to this event on June 6<sup>th</sup>.

Small size maple shipments across US boarders – Don Weed – Canadians are bringing their syrup across the border and selling in the states. \*Lyle and Eric will take this is ISMI & NAMSC to talk with them about the issue.

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Maple Syrup Codex Definition – Lyle – US needs to change the definition of “Pure Maple Syrup” with nothing added to it. Association to write a letter. \*Motion made to allow executive to take action after ISMI meeting on definition of “Pure Maple”, made by Eric, Haskell 2<sup>nd</sup> – carried.

Maple Tour – Mike Bennett – Spoke on the Maple Tour and stops along the way. June 15<sup>th</sup> is the dead line for sign-ups. WNY has volunteered for 2019 NY Maple Tour. Catskill for 2020 NY Maple Tour. \*Motion to have WNY host make tour in 2019, made by Dwayne, Eric 2<sup>nd</sup> – carried.

Maple Center 2018 – Dave Schiek – Maple bourbon slushy’s, \*the group voted to have the Maple Bourbon Slushy’s sampled and sold in the NY booth not in the Maple Center. \*Motion made to send Thank You letters to Don Beasley and Garry Wohlschlegel for their service with the State Fair, made by Greg, Doug 2<sup>nd</sup> – carried.

Garry Wohlschlegel’s mother passed away in a house fire a few days prior- Mandi to find out details and let Helen know where to send or make a memorial from the State Association.

\*Motion made to adopt staffing and pricing for State Fair, made by Greg, Hugh 2<sup>nd</sup> – carried.

Federal Farm Bill – Helen – we don’t know if there will be a Farm Bill passed for 2019. An issue stemming from a conservative congress wanting more immigration restriction.

Association Committee Reports – Maple Weekend this year had a record 178 locations of participation in the event.

NAMSC – Eric – Be aware Wisconsin inspector’s are making a fuss with dumping permeate water on the ground. There is an invasive species’ that is eating maple trees. It is called the Spotted Lantern Fly. Tree of Heaven is its host plant, food sources are grapes, apples, maple, and black cherry. These flies have been spotted in Delaware County.

ISMI – Lyle – general crop report in QC was 110,000,000#’s down about 70,000,000 from last year. Inventory in the Federation maybe higher than they lead us to believe.

\*Motion made to write a letter to Commissioner and Ag & Markets and FSMA to regulate & inspect for FSMA food regulations, made by Eric, Dwayne 2<sup>nd</sup> – carried.

Forest Products council report is in the drop box –Harry was not able to make the meeting.

Date of next Board Meeting – September 26<sup>th</sup> 2018 10:00am at Helen’s office.

\*Motion to Adjourn, made by Nadeen, Doug 2<sup>nd</sup> – carried.