

New York State Maple Producers Association
Board of Directors Meeting Agenda – Tuesday, Sept 17 2019 at 10:00 a.m.
International Maple Museum, Croghan NY

Meeting called to order by President Tony @10:00 am

1. Roll Call – In attendance: President Tony Van Glad*, Dwayne Hill*, Chris Welch, Treasurer Karl Wiles*, Dan Weed*, Nadeen Lyndaker*, Haskell Yancey*, Joy Herfurth*, Mike Parker*, Hugh Newton*, Raymond Crouse*, Hugu Newton*, Mike Grottoli*, Mike Bennett*, Eric Randall*, VP Greg Zimpfer*, Dave Schiek, Gordy Putman, Helen Thomas, Aaron Wightman, Dean & Ruth Esther Delavan, Keith Schiebel, Hamilton Sage. Mandi Burnison(phoned in)

Tony thanked the Museum for hosting the Maple Meeting!

2. **Pledge of Allegiance**

3. **Review minutes of May, 2019 meeting** - * Motion to approve by Greg, Dwayne 2nd, carried

4. **Officer Reports:**

- a. **President's Report** – Tony Van Glad – NY State fair for the Maple Trailer, a lot of politicians there, good time was had by all, lots of samples and turned out very nice. Attended the public hearing on the building code revisions, other groups also there to express opposition, especially HomeBuilders with regard to home sprinkler systems. Thanks to all who attended on behalf of maple. Hope to see the ag building change rejected.
- b. **Treasurer's Report** – Karl Wiles – See the hand outs. St Fair, the group that was in charge of the booth needs a pat on the back, thinking we were going to be in the negative but the group brought it back, 50,000 net. Do not have the exact figures on what sold better and what didn't. it is important to have consignments at the booth. Plus side we seem to provide the money up front for the grants. We have been able to put up for the funding of the grants and get paid later. Great JOB.
*Haskell made motion to accept report, Greg 2nd. Carried
- c. **Executive Director Report** – Helen Thomas – 225,000 for grant on expanding the Maple in schools. 63,000 for the Maple Experience, from AG and markets. WC Audit last week, turned out with no issues. The fee is going to go up slightly this year. Accountant has books and is working on annual audit. The last 3 months spent getting ready for ST Fair and got a new POS set up for Fair. The Building Code proposed changes could have negative impact on NY Maple producers. With help from Chris Welch and the executive committee, wrote a letter with lots of questions that expressed out concerns. Hopefully this will slow or stop the changes until the questions can be answered. We had a lot of members show up to the 3 different meetings to show our opposition to restrictions and faculty regulations for Sugar Houses.
* Motion to accept report Hugu, Nadeen 2nd, carried
- d. **Legislative Affairs** - Dwayne Hill, Helen Thomas – With having the codes that NYS wants to put on Sugar House's it will put a huge expense on Sugar makers and we will not be able to sell our syrup at competitive prices due to these extra cost. We are hoping that enough questions be asked and they won't be able to answer them all and

New York State Maple Producers Association
Board of Directors Meeting Agenda – Tuesday, Sept 17 2019 at 10:00 a.m.
International Maple Museum, Croghan NY

this will be left alone for the next 5 yrs. This is going to be an ongoing battle every 5 yrs when the building code comes up for automatic review.

*motion to accept Eric, Greg 2nd, carried

5. Other Reports (until lunch, any unfinished reports to follow regular session new business)

- a. **State Fair maple center** - Dave – Had our 2nd best year ever. Still trying to recoup. Certainly always things to improve on. There was some over time cost and some different cost to look at and improve for next year. Had more profit this yr. In the report it showed some of the issues that were had. Only ran out of a couple items. Sped up the check out procedure. We refined the procedures of the team of check product and quality and were pleased overall with the quality of consignments. Labeling is a huge issue for the State Fair, cream was the biggest problem with labeling, the sticker label for the grade label. We tried to work with cornell Dairy to get a maple sof-serve, the quality was not acceptable, we ended up using Gillette creamery from Hudson River Area. Finally got a perfect Popcorn recipe.
*Eric made motion to put 2 - State Food labeling in to membership packets Greg 2nd, carried.
Maple Milk sold around 550 units had an excellent response.
*Made motion to approve repot Nadeen, Hugu 2nd, carried.
- b. **Maple Day** – Keith – see report. Asking St Fair to have the ME stay there for the duration of Fair. Still in negotiations.
* Motion to approve Dwayne, Greg 2nd, carried.
- c. **Cornell** – Steve, Aaron – Could not come, report in Drop Box- Helen, no word on when going to approve the work on the Arnot Forest. Trying to get the grants to go thru that needs to be approved for the \$150,000. They have not heard anything on the ACER grant.
- d. **Maple Experience** – Keith – knowing we had enough money to build a top notch exhibit there was a premium price on the trailer, took 12 weeks. Trailer arrived 8/4 and got sent to get the stickers, total build out \$45,000 the trailer is 90% complete. October 30th there is a request for the trailer. Gordy suggested we use the trailer for the Taste of NY. We need some kind of form to use to apply for the use of the trailer, and criteria of how to use and lend out the trailer. We may be able to move our trailer education trip grant funding thru an educational leverage versus AG & Markets.
*Tony appointed a committee to make a policy to for use of the ME Greg, Dan, Nadeen, Keith is associate.
* Motion to approve by Nadeen, Ray 2nd, carried.
- e. **IMSI** – Helen, Lyle – IMSI is asking to increase the member rate to be able to fund executive director with the change of director. Proposed increase would cost the NY Maple Association \$1,000 a year more. New Executive Director, very approachable, very beneficial.
- f. **NAMSC** – Eric – the meeting is far away. Will have more info

New York State Maple Producers Association
Board of Directors Meeting Agenda – Tuesday, Sept 17 2019 at 10:00 a.m.
International Maple Museum, Croghan NY

6. **Lunch:** Move to recess for lunch: 12:23, Tony called meeting back to order 1:16 pm

Tony Van Glad would like to make a donation to the Maple Museum for hosting lunch

* Eric Randall made motion to give 300.00 to the Maple Museum, Mike Grottoli. 2nd,
carried.

Other Reports

Aaron Wightman arrived after lunch — Cornell – Have found more money for equipment in the new sugar house. It will come from an Appalachian Regional Commission grant. The annual report in the Drop Box.

* Motion to accept report by Joy, Nadeen 2nd, carried

7. **Open to the membership** – Hamilton Sage – Voiced opinion on how the association should look at all consignees to see be able to make cotton mix and so on.

8. **Unfinished(old) Business** -

- a. **Tapping on State Lands Discussion with DEC – Helen** – Have not gotten anything back for DEC, going to renew outreach to them .
- b. **Warning flier for mislabeled syrup – Helen** – already have discussed going to send out to all members in their packets. Please give Helen orders if you haven't already.
- c. **National pancake day/syrup day – Greg** – Have Cristy make an event on Face Book. See how people would respond before spending a lot of unnecessary money. Start with Maple Syrup Day Tuesday December 17th, and then add National Pancake day.
- d. **Maple Tour – 2019 Greg; 2020 Dwayne** –Greg Zimpfer– For July WNY Tour: around 117 registered. 2 buses, 11 stops, things went well. Did not see a difference in numbers with doing a weekend versus week day. Dwayne Hill– next year tour is in Oneonta, September 11, 12, 13 for NY Tour.
- e. **Discussion of plans for 2021 International Maple conference. Keith** – Interested in making plans for the conference - subcommittee went and looked at several sites to hold the conference Niagara Falls, Sheridan Inn is looking like the best site to hold the conference. “Falls in love with Maple” could be the theme.
*Make a motion to accept the NFalls Sheraton for the site of the IMSI/NAMSC in 2021 made by Dwayne, Raymond 2nd, carried.
*Made motion to put \$1,000 into separate budget for IMSI with separate line item, made Greg, Karl 2nd, carried.
Keith – recommends that the board meeting in September be held at NF SI in the conference room to be able to see what they have to offer for us.
- f. **Disposal of large volumes of permeate water** – any thoughts for October conference? – Helen, anything we want her to take to ISMI meeting?

9. **New Business-**

New York State Maple Producers Association
Board of Directors Meeting Agenda – Tuesday, Sept 17 2019 at 10:00 a.m.
International Maple Museum, Croghan NY

- a. **Produce Show October 2019, Anaheim Ca** – this show is very large, produce & grocery buyers from across the US attend. AG & Markets have a 12x20 booth and they want most of it to be Maple! AG & Markets is paying for everything.
*Motion made to advance money for Dwayne Hill to go represent NYSMA at the conference, NYSMPA to then invoice Ag & Markets, made by Eric Randall, Raymond Crouse 2nd, carried.
- b. **Maple day expansion for 2020- Keith** – Need guidance on what to hand out for the ME at expansion. This gets appointed to the committee Tony created earlier in the meeting.
- c. **Budget for 2020 Winter Classic** –tentative budget for the Classic presented by Keith Schiebel. Some changes and improvements but still have the conference at the State Fair grounds. *motion to approve the budget for Winter Classic by Raymond Crouse , Chris Welch 2nd, carried. Mike Bennett was opposed.
- d. **Maple weekend 2020** –The consensus was that maple weekend coordinator should provide a template self-inspection check-off list to the executive committee, who would make comments and revisions and approve in time for sending to the members with their applications. Greg Zimpfer indicated he has a starting document. (this was not a motion)
* Dwayne Hill made a motion to approve the purchase of 2020 Maple Weekend authorized participant signs, Eric Randall 2nd, carried.

* Hugh Newton made a motion that MW pancake breakfasts sponsored by a member that use members syrup could be listed on the PB website listing for MW. Member to be a MW payee. Haskell Yancey 2nd, carried.
- e. **UVM survey** – Approval was given to email membership for the UVM maple survey.
- f. **I Love NYC media event** – Chelsea Pier. Tony Van Glad will explore whether he can cover the event on Oct 30
- g. **Kosher Agency proposal** - tell them not interested.
- h. **Poor quality syrup complaints – Hannaford** –all agreed the Hannaford syrup was “awful”. Amish syrup brought by Chris Welch was brix of 63 and also bad flavor, as well as improperly filtered and packaged. Helen to reach out to Sharon Hall to see if Ag & Markets can do anything about the Hannaford syrup.
- i. **HUBBELL** * Dwayne Hill Made a motion to have Eric Randall request of NAMSC that Charles Hubbell be posthumously nominated for the Maple Hall of Fame. Haskell Yancey Seconded, passed

10. Set Next Meeting Date – Jan 3, 2020, 10am at Winter conference

11. Adjourn