

**Minutes of UHMPA meeting**  
**Monday September 25, 2017**  
Farm Credit East, Greenwich, NY

Members present – 9. See attached list. Guest Steve Childs, Cornell Maple Program

Call to order by Pres. D.Campbell at 6:37 pm

**Begin planning for 2018 Summer Tour (July 15-17, Holiday Inn, Saratoga)**

- Presentation by S. Childs including handouts.
- Motion by Deming, second by Grottoli to appoint MJ Packer chair; carried. Packer agreed but stated that she would need to be compensated for providing these services in that this was one of the lines of business of her company. Appointment needs to be approved by NYSMPA Board of Directors. Title will be Tour Co-Chair. S.Campbell will assist.
- Grottoli appointed Tour Stops Committee Chair and will be titled Tour Co-Chair. Keyes to assist. S.Childs suggests committee uses form to sign up host sites and gather info about their offerings. General agreement of large loop on Monday – north to Thurman, lunch in Lake George, stop at Distillery, south via Granville and Salem, and return to Saratoga by way of UHMPA Sugarhouse. General agreement on westward tour Tuesday including one or more “other than maple” stops and lunch at Saltsman’s Hotel in Ephratah. Grottoli to follow up with possible sites.
- Possible extended stay option to include dinner and harness racing at discounted rate on Tues. night. Packer to explore.
- Bennett appointed Trade Show Manager. S. Childs suggests reaching out to vendors at Verona.
- Banquet speaker approved – Bucky Lewis comedian. Packer to confirm.
- Tour guide publisher selected – Peter Gregg/Maple News.
- Finance management – Childs suggests local CCE as way of getting around paying sales tax on purchases related to event. Packer to explore options with Washington Co. and Fulton/Montgomery CCE director and report back.
- Motor coach needs to be confirmed. Group likes Browns. Packer to confirm.
- Consider creating video to show at Verona, on UHMPA website (via YouTube), and at UHMPA Sugarhouse about tour stops. S. Childs has B Roll from Toad Hill available.
- Next planning meeting Tues. Oct. 17. All members invited. Committee chairs to attend. Goal is to have planning pretty well completed by Verona; and as such, the committee chairs will probably need to meet several times before then.

**Minutes of July 10 meeting**

Motion to approve as read by Packer and second by S.Campbell; carried.

**Treasurers report**

Not available. Pres. Dave reported about \$40,000 in checking account with several bills outstanding still for Fair expenses. About \$10,000 in former Money Market account and \$970 in savings. Question about status of UHMPA donation of \$500 to support NY Maple Foundation’s Laubisch Scholarship. Packer to follow up.

### **Report from NYSMPA**

Bennett absent attending calling hours. D.Campbell reporting for him. NYSMPA grossed \$228,000 at maple center at 13-day State Fair. NYSMPA applied for \$350,000 marketing grant through NYS Dept of Ag & Markets that is being funded by USDA as a result of the "TAP" Act in the Farm Bill.

### **Report form IMSI**

D.Campbell attended meeting of IMSI Board in August. IMSI summer Board Meeting will be co-located with Summer Tour in Saratoga next year. Substantial surplus of syrup remains in Quebec of which about 1/2-2/3 may be poor quality. Sales are flat. Exploring a marketing partnership with Arbor Day Foundation.

### **Old Business**

#### Fair

UHMPA sales at Washington County Fair about \$61,000, despite slightly lower attendance. Ideas to consider for next year – add one or more cold drinks made with maple such as lemonade or iced tea; and maple popcorn (made on site). Consider getting a partner to pre-mix maple syrup into ice cream mix; and package for easy operation of machines.

### **New business**

Motion by Grottoli and second by Deming to give S.Childs \$2500 from the Fair profit for maple research or position endowment; carried. D.Campbell to follow up with Childs on how to best allocate and transfer funds.

Packer informed members that area maple producers were invited to fund raiser for re-electing Assembly member Carrie Woerner.

Date for next meeting will be sometime in January 2018.

Motion to adjourn at 8:47 by Truso and second Grottoli; carried.