

Minutes
Meeting of the Board of Directors
Massachusetts Fruit Growers' Association, Inc.
Old Mill Restaurant, Westminster, Massachusetts
March 1, 2000

The meeting was called to order by President Broderick at 2:00 PM. Individuals present were Wes Autio, Rick Bartlett, David Bishop, Bill Broderick, Frank Carlson, Tom Clark, Charlie Costa, Bob Davis, Kip Graham, Mary Jordan, Mario Lani, Ken Nicewicz, Bob Smiley, Tim Smith, Mo Tougas, and Steve Ware.

Secretary's Report

Autio presented the minutes of the previous Directors' Meeting. Minutes were moved, seconded, and passed.

Treasurer's Report

Autio presented the Treasurer's Report. Specific details appear below. The Treasurer's Report was moved, seconded and passed.

GENERAL FUND		
Balance -- Shawmut Bank, 12/31/00		\$29,009.43
Receipts		
Active member dues -- 2000	\$6,800.00	
Associate member dues -- 2000	1,000.00	
Exhibitor member dues -- 2000	250.00	
Exhibitor member dues -- 2001	25.00	
Annual meeting -- 2000	4,010.00	
Annual meeting -- 2001	335.00	
Annual meeting registration fee -- 2000	4,960.00	
Checking account interest	22.72	
Horticultural Research Fund Donations	690.00	
Apple Market Report	6.50	
Fruit Notes	540.00	
UMass Tree Fruit Newsletter	2,355.00	
Horticultural Research Center donations	969.00	
IPM donations	621.00	\$22,584.22
Disbursements		
Administration	\$358.75	
Secretary/Treasurer salary	531.01	
Annual meeting -- 2000	19,235.99	
Proceedings -- 1999	4,108.35	
Affiliations	300.00	(\$24,534.10)
Balance -- Fleet Bank, 2/29/00		\$27,059.55

HORTICULTURAL RESEARCH FUND		
Balance -- Fleet Bank, 12/31/99	\$8,027.29	
Receipts		
Interest	\$27.60	\$27.60
Balance -- Fleet Bank, 2/29/00		\$8,054.89
Balance -- Merrill Lynch, 12/31/98	\$163,202.83	
Cash -- 2/29/00		\$24,340.16
Investments (value as of 2/29/00)		
MediaOne Finance Trust	\$17,762.50	
AMLI Residential Properties	4,087.40	
General Electric	13,237.50	
Liberty All-Star Equity Fund	54,330.50	
Liberty All-Star Growth Fund	11,710.31	
Royce Value Trust	17,997.03	
Zweig Fund	10,634.30	
Franklin Universal Trust	9,843.00	\$139,602.54
Balance -- Merrill Lynch, 2/29/00		\$163,942.70
Total Balance -- Horticultural Research Fund/Reserve Fund		\$171,997.59
Overall increase in value in 2000 not related to grant expenditures and transfers from the General Fund		0.4%

Cider Committee

Carlson presented the report of the Cider Committee including information from USAA. FDA is stating that a 5-log reduction in pathogens will be required from the beginning of the cider-making process, not from the tree. Also, it appears that UV should be getting favorable review from FDA soon. Likely, a HACCP program will be required. Smiley reported that we received a grant to assist with an education program for cider producers. If pasteurization becomes mandatory, however, the number of producer may be too small to warrant the program.

Legislative Committee

Nicewicz announced Ag. Day at the Statehouse. A motion was made, seconded, and passed to donate \$100 to the Mass. Ag. Promotion Board to support Ag. Day. Nicewicz also introduced Kip Graham and Charlie Costa from FSA to discuss the proposed relief for apple growers to assist with problems associated with the dry summer followed by the hurricane in September. Much discussion ensued and a letter of support for this legislation will be developed.

Marketing, Publicity, & Promotion Committee

Nicewicz introduced Mary Jordan from DFA. Ms. Jordan encouraged growers to contact Larry Street, the marketing specialist at DFA responsible for apples. Also, she encouraged participation in Ag. Day at the Statehouse. Ms. Jordan detailed several activities underway at DFA regarding promotion.

UMass Fruit Advisory Committee

Carlson reported that the Committee will meet with Dean Helgesen in the spring.

2000 New England Fruit Meetings & Trade Show

Smiley reported that there were 58 paid exhibitors in 78 booths. This was an decrease of 3 exhibitors and 6 booths over 1999. The number of exhibitors is down reflecting the continuing loss of potential exhibitors through consolidations in the agricultural chemical industry. Smiley also gave the dates of the next New England Fruit Meetings & Trade Show as January 9-11, 2001. Autio presented the balance sheet (details are presented below), showing an apparent surplus of \$8,750.26. He also noted that publishing and mailing the *Proceedings* would cost approximately 4,780. If the cost of the *Proceedings* were considered part of the cost of the Meetings, the net would be approximately \$3,970.26. Autio reported that attendance was just over 400 each day of the meeting. Pesticide recertification credits were accessed on Wednesday by 40, 7, 7, 5, 7, 1, and 2 individuals from MA, ME, NH, VT, CT, RI, and NY, respectively. On Thursday, 69, 4, 22, 9, 14, 5, and 4 individuals from MA, ME, NH, VT, CT, RI, and NY, respectively, accessed recertification credit.

2000 New England Fruit Meetings & Trade Show		
Receipts		
Exhibitors	\$24,836.00	
Registration	4,960.00	\$29,796.00
Disbursements		
Registration desk	\$466.66	
Booth equipment	2,384.00	
Facilities (+electrical, social, AV, hospitality)	7,175.81	
Insurance	750.00	
Program Chairman	1,000.00	
Speakers	4,210.00	
Trade Show Manager expenses	1,560.18	
Trade Show Manager honorarium	2,500.00	
Exhibitor Buyers Guide	205.75	
Program	309.75	
Apples	144.00	
Badges	129.59	
Refund	210.00	(\$21,045.74)
Apparent surplus		\$8,750.26
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2000 Proceedings of the New England Fruit Meetings		
Receipts		
Ads (estimated)	\$350.00	
Sales (estimated)	70.00	\$420.00
Disbursements		
Printing (estimated)	\$3,500.00	
Postage (estimated)	700.00	
Editor honorarium	1,000.00	(\$5,200.00)
Estimated net cost		(\$4,780.00)
New England Fruit Meetings & Trade Show Net		\$3,970.26

Finance Committee

Autio presented a proposed budget for 2000. Discussion ensued, and the budget was moved, seconded, and passed as described below.

General Fund -- Budget, 2000			
	Budget, 1999	Actual, 1999	Budget, 2000
Beginning balance	\$3,732.05	\$3,732.05	\$9,243.18
Receipts			
Checking account interest	\$120.00	\$100.23	\$50.00
Membership	12,000.00	11,900.00	12,000.00
Ads	500.00	350.00	350.00
Fruit Meeting balance	12,320.00	12,242.39	8,750.00
<i>Apple Market Report</i>	450.00	494.00	450.00
<i>Sale of Proceedings</i>	35.00	140.00	70.00
Cider account	2,000.00	694.00	1,000.00
Summer Meeting	0.00	390.00	300.00
Miscellaneous	0.00	103.00	0.00
Total	\$27,425.00	\$26,413.62	\$22,970.00
Disbursements			
Administration	\$2,500.00	\$2,361.79	\$2,500.00
<i>Proceedings</i>	6,000.00	1,000.00	9,400.00
Secretary/Treasurer salary	2,300.00	2,124.04	2,300.00
Affiliations	400.00	180.00	400.00
<i>Apple Market Report</i>	450.00	0.00	450.00
Horticultural Research Fund	2,500.00	2,500.00	2,500.00
Cider account	3,000.00	2,064.66	1,000.00
U.S. Apple Association	5,867.00	5,867.00	5,295.00
NE Tree Fruit Res. Comm.	4,000.00	4,000.00	4,000.00
Summer Meeting	0.00	390.00	300.00
Miscellaneous	500.00	415.00	500.00
Total	(\$27,517.00)	(\$20,902.49)	(\$28,645.00)
Ending balance	\$3,640.05	\$9,243.18	\$3,568.18

New Business

Broderick made committee assignments for 2000:

Executive:	W. Broderick (chair), T. Smith, K. Nicewicz, K. Wiezbicki, R. Davis, W. Autio, and D. Bishop.
Program:	D. Greene (chair), executive committee
Legislative:	A. Dowse (chair), K. Nicewicz, D. May, and D. Bishop
Finance:	W. Broderick (chair), R. Davis, W. Autio, T. Smith, K. Nicewicz, K. Wiezbicki, and D. Bishop
Cider:	K. Bohne (chair), T. Clark, S. Ware, D. Shearer, and F. Carlson
UMass Fruit Advisory:	F. Carlson (chair), R. Davis, J. Blanchard, D. Greene, and T. Smith
Nominations:	D. Chandler (chair) and R. Tuttle
Harvest Labor:	R. Davis (chair), F. Carlson, W. Broderick, and G. Kimball
Annual Meeting Facilities:	R. Smiley (chair)
Marketing, Publicity, & Promotion:	K. Nicewicz (chair), H. Lincoln, Jr., K. Wiezbicki, R. Tuttle, and T. Clark

Broderick also announced an effort to promote the Massachusetts Fruit Growers' Association.

The meeting was adjourned at 4:10 PM.

Respectfully submitted by
Wesley R. Autio, *Secretary*