

**Minutes**  
**Meeting of the Board of Directors**  
**Massachusetts Fruit Growers' Association, Inc.**  
*Old Mill Restaurant, Westminster, Massachusetts*  
*April 4, 2001*

The meeting was called to order by President Broderick at 2:10 PM. Individuals present were Wes Autio, Rick Bartlett, Bill Broderick, Frank Carlson, David Chandler, Jon Clements, Bob Davis, Bill Fitzgerald, Kip Graham, Gordon Kimball, Mario Lani, Ken Nicewicz, Ned O'Neil, Bob Smiley, Tim Smith, Mo Tougas, Bob Tuttle, and Steve Ware.

***Secretary's Report***

Autio presented the minutes of the December 6, 2000 Directors' Meeting. Minutes were moved, seconded, and passed.

***Treasurer's Report***

Autio presented the Treasurer's Report. The General Fund began 2001 with a balance of \$27,156.69. With \$24,567.83 in receipts and \$24,939.44 in disbursements so far in 2001, the balance on April 4 was \$26,785.08. The Horticultural Research Fund began 2001 with a balance of \$426,015.72. A total of \$5,102.37 was received in donations and interest and \$5,458.00 was disbursed on projects to date in 2001. With changes in investment value, the balance on April 4 is \$427,676.77. To date this year, the fund has increased in value by 0.4%. The Treasurer's Report was moved, seconded and passed.

***2001 New England Fruit Meetings & Trade Show***

Autio reported that Greene requests ideas for the 2002 program. Smiley reported that there were 60 paid exhibitors in 82 booths in 2001. This was an increase of two exhibitors and four booths over 2000. The number of potential exhibitors continues to decline through consolidations, especially in the agricultural chemical businesses and with the loss of individually operated firms.

*Motion: It was moved, seconded, and passed to instruct the secretary to investigate the possibility of combining the New England Fruit Meetings with the Vegetable and Berry Growers Conference.*

*Motion: It was moved, seconded, and passed to charge \$10 per person per day for full members of MFGA and for all others \$20 per person per day for registration at the 2002 New England Fruit Meetings & Trade Show.*

Autio presented the financial details of the 2001 Meetings.

<b>Receipts</b>		
Exhibitors	\$25,361.00	
Registration	4,800.00	\$30,161.00
<b>Disbursements</b>		
Registration desk	\$636.75	
Booth equipment	2,451.00	
Facilities (+electrical, social, AV, hospitality)	6,612.54	
Insurance	788.00	
Program Chairman	1,000.00	
Speakers	3,457.50	
Trade Show Manager expenses	1,601.15	
Trade Show Manager honorarium	2,500.00	
Exhibitor Buyers Guide	177.50	
Program	464.89	
Apples	152.00	
Badges	73.00	
Planning meeting facility	73.10	(\$19,987.43)
<b>Apparent surplus</b>		<b>\$10,173.57</b>

### ***Old Business***

Reports were received by the Directors from the Trustees of the Horticultural Research Fund, the Legislative Committee, the UMass Fruit Advisory Committee, the Harvest Labor Committee, and the Marketing Committee. It was announced that Steve Ware has become chair of the Cider Committee.

### ***New Business***

Autio presented a proposed budget for 2001. Discussion ensued regarding future expenses. Ned O'Neil discussed the USAA dues increase of \$0.004 to \$0.008 over 4 years.

*Motion: It was moved, seconded, and passed to allocate \$1,000 to Jon Clement's European trip.*

*Motion: It was moved, seconded, and passed to eliminate paper publishing of the Proceedings, relying completely on a web-based electronic format.*

*Motion: It was moved, seconded, and passed to continue to support USAA but also to make it clear that we are uncomfortable with the increases.*

*Motion: It was moved, seconded, and passed to suspend funding for the New England Tree Fruit Growers Research Committee.*

*Motion: It was moved, seconded, and passed to accept the budget as amended in by the previous motions.*

General Fund Budget -- 2001

	Budget 1999	Actual 1999	Budget 2000	Actual 2000	Budget 2001
Beginning balance	\$3,732.05	\$3,732.05	\$9,243.18	\$9,243.18	\$9,571.68
Receipts					
Interest	\$120.00	\$100.23	\$50.00	\$29.73	\$400.00
Membership	\$12,000.00	\$11,900.00	\$12,000.00	\$11,425.00	\$11,000.00
Ads	\$500.00	\$350.00	\$350.00	\$0.00	\$0.00
Fruit Meeting	\$12,320.00	\$12,242.39	\$8,750.00	\$8,652.62	\$10,173.57
Apple Market Report	\$450.00	\$494.00	\$450.00	\$461.43	\$450.00
Proceedings	\$35.00	\$140.00	\$70.00	\$70.00	\$70.00
Cider	\$2,000.00	\$694.00	\$1,000.00	\$710.00	\$500.00
Summer Meeting	\$0.00	\$390.00	\$300.00	\$493.00	\$400.00
Miscellaneous	\$0.00	\$103.00	\$0.00	\$40.00	\$0.00
Total	\$27,425.00	\$26,413.62	\$22,970.00	\$21,881.78	\$22,993.57
Disbursements					
Administration	\$2,500.00	\$2,361.79	\$2,500.00	\$1,801.04	\$2,200.00
Proceedings	\$6,000.00	\$1,000.00	\$9,400.00	\$4,108.35	\$5,800.00
Secretary/Treasurer salary	\$2,300.00	\$2,124.04	\$2,300.00	\$2,124.04	\$2,300.00
Affiliation	\$400.00	\$180.00	\$400.00	\$730.00	\$400.00
Apple Market Report	\$450.00	\$0.00	\$450.00	\$0.00	\$450.00
Horticultural Research Fund	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00
Cider	\$3,000.00	\$2,064.66	\$1,000.00	\$447.00	\$500.00
U.S. Apple Association	\$5,867.00	\$5,867.00	\$5,295.00	\$5,295.00	\$5,268.00
N.E. Tree Fruit Res. Comm.	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$0.00
Summer Meeting	\$0.00	\$390.00	\$300.00	\$447.85	\$400.00
Miscellaneous	\$500.00	\$415.00	\$500.00	\$100.00	\$2,200.00
Total	\$(27,517.00)	\$(20,902.49)	\$(28,645.00)	\$(21,553.28)	\$(22,018.00)
Ending Balance	\$3,640.05	\$9,243.18	\$3,568.18	\$9,571.68	\$10,547.25

The meeting was adjourned at 4:00 PM.

Respectfully submitted by  
Wesley R. Autio, *Secretary*