

OMSPA Board of Directors Meeting
September 10th, 2024,
9 am to 12:00 pm - Zoom Meeting

Attendance:

Randall Goodfellow

Ray Bonenberg

Paul Partridge

Michael Levitan

John Williams

Leann Thompson

Bob Snider

Bill Vandenberg

Alan Murray

Mark Youmans

Steve Smith

[Brian Bainborough](#)

Kyle Gilbertson

Liz Garrett

1. Call to order, conflicts of interest if any, Approval of agenda - 4
Meeting was called to order at 9:01. No conflicts of interest were declared.

A motion to approve the agenda was put forth by Ray Bonenberg, and Bob Snider seconded. Passed.

2. Approval of July 24, 2024 meeting minutes - 2

A motion to accept the minutes as presented by Randal Goodfellow and seconded by Ray Bonenberg. Passed.

3. Business arising from the minutes, action items - 5
Share the crop insurance - done
Committee members for approval - pending
Committee mandates - on today's agenda
Local committee - today's agenda
Follow up on crop insurance - pending

4. Chair's comments - Randal - 5

Randal referred members to his comments and thoughts in our newsletters. We have been on a step by step process with our committees and their mandates. It is starting show results. He likes the way our team is working together.

5. Local Reports - 25

Algoma (Brian B.): Summer meeting and bbq after an international planning meeting. Another planning meeting for the International after the NAMSC conference.

Algonquin (Michael Levitan): break after the Summer Tour. Working on a Fall Beginner Workshop September 28th. It will be hosted at [Dave Matthews](#).

Southwestern (Bill Vandenberg): Breakfast from the Farm will be held by Farm & Food Care on Sept 14th in Dublin, ON. [Amy Shaidle](#) and her husband are representing OMSPA there.

Wellington Waterloo (Al Murray): Held a pot luck in June. Workshops being scheduled for October 5th judge and tasting and another on December 7th.

Grey Bruce (Steve Smith) - nothing to report.

Simcoe & District (Paul Partridge): Sept 28th joint field day with OWA, October 26th an on site workshop on how to put piping in the bush. November Maple Grading Seminar at the Wye Marsh.

Quinte & District (Marc Youmans): Sponsored a banner for the fall fair in Madoc to promote the Maple Competition.

Lanark & District (Leann Thompson): A couple of meetings held this summer. Sponsoring a Lanark Federation Hall of Fame nomination for one of our members. Workshop for the fall, possibly around plumbing in a sugar camp. County grant application as well going in this week. Leeds Fed. of Ag. had a bus tour with a really great turnout. Good networking was done, with Ministers Clark and Flack attending. Survey membership completed regarding Fall in love with Maple with only 3 showing interest.

Renfrew: Pulling together members to talk about the local chapter and prepared to try one more time to try and set up an information day with the new mandates to see if anything develops.

Eastern: 2025 Summer tour meeting today.

Haliburton & Kawartha: Planning on attending the ploughing match. If anybody is interested in being in the booth still some slots available. Workshop similar lines to Simcoe's next step from beginner looking and plumbing and piping options.

Reminder to send in final details so that we can post on the website.

6. Mid Year Financial Report - JW, BV

This task has been added as a responsibility of the Finance Committee. Give the board the opportunity to take corrective action before the end of year should it be required. Tracking very well, close to budget or better. See Report.

7. Board Calendar - Randal -5

Review of proposed board calendar. November date seems to be an issue. Suggestion of October 28th. ED will confirm.

8. Appointment of Secretary - Randal -5

The officers will be appointed by the Board itself. Kyle Gilberton has stepped forward to serve the role of secretary.

Motion to approve the appointment of Klye Gilbertson, Secretary to the next annual general meeting position by Bob Snider and seconded by Brian Bainborough. All in favor. Passed.

9. Governance

a. Committee Mandates - Bob - 15

This year with the change in bylaws, it is the Board who approves mandates for committees. Mandates have evolved so what was circulated was the current draft of the mandate for each committee.

Whereas the Revised By-Law No 1 Amended July 2024 allows the Board to establish committees as it deems necessary along with Terms of Reference including mandates.

And Whereas the Committee Chairs have been requested to provide input into the 2024/25 Committee Mandates

Be it resolved that the Board approves the following Committee Mandates: Communication Committee, Member Services Committee, Marketing, Branding and Promotion Committee, Best Practices Committee, Training Committee, Governance Committee, Applied Research and Technology Transfer committee, Government and Industry Relations Committee, nomination committee and Finance Committee for the year 2024, 2025 so moved by Bob Snider and seconded by Bill Vandenberg

Amendment by Bob Snider: add with the exception of the local committee mandate. Seconded by [Brian Bainborough](#). Amended motion passed.

See the OMSPA Google Drive folder for this meeting for the mandates.

b. Local Committee ToR - Bob - 15

Members reviewed the local committee Terms of Reference.

Whereas the revised bylaw number one amended July 2024, allows the board to establish Terms of Reference for the local committees, and whereas the Governance Committee and local association boards have been provided the opportunity to review and give input into the local committee Terms of Reference. Be it resolved that the board approves the terms of reference for the local committees moved by Bob Snider and seconded by Brian Bainborough.

Discussion on:

- how the ToR affects the Summer Tour. A policy needed for that.

- Each individual producer membership gets a vote
- minutes of meetings by chapter directors and committees

Friendly minor amendments: allow verbal reporting and a definition for direct relatives. Same mover and seconder. Passed.

Will assist locals in adopting this.

10. Member Services

a. Membership Management System

The ED presented an analysis comparing the Neon One and Club Express software.

This came about as we currently enter all our information 4 or 5 places so a proposal to go to a management system. Request for proposal was initiated. Reduce time in entering information. Few websites to manage and better tracking. Improve our security. Members will be able to update their own information.

Request for Proposal we had 7 that were received and we broke these down to two different options. Used a grading matrix. Meetings and demos were held with both options. Spoke with Vermont and they had selected Neon one and were happy with how it is going.

Comparisons of the two were presented to members. Bottom line 5K for Club Express and little over for Neon One. Implementations are similar for both. This budget year will be 5K approximately for set up and fees.

In summary, Neon One has a more modern look and feel, more powerful automation, better customer relations functions and tracking and ability to buy live down the road. Our webmaster felt Club Express was very hard to work with in a modern context.

Recommendation Neon One. Steve's motion means we will be spending the 5K this year and 4400 per year going forward.

*Motion by Steve Smith and seconded by Paul Partridge.
All in support of the request. Approved.*

b. Membership Fee discussion - ongoing

Proposals are being worked on. Looking at about a 20% increase in fees. Working through that.

c. Jug program - negotiations undergoing increase from 5 to 10 cents. Jug Producers are in favour.

d. Store Inventory - request to spend up to 25K to replenish the store inventory. *Proposed that we spend 25k by Steve seconded by: Bill Vandenberg. Passed*

- e. Leadership Program: Directors were advised of the 2025 Leadership Program and funding is available. Kindly pass along the word.

11. Summer Tour report - see report.

The 2024 Summer Tour has been considered a success on the education, trade show, and attendance. Total revenue came in at just \$77,000.00, expenses at \$59,739. OMSPA's portion of the net proceeds is \$8704.21. Randal thanked the committee for their hard work.

12. Production Survey - JW - see report

Circulated in the folder and will be in the next Mainline. Pretty good year.

13. International Organization updates - IMSI, NAMSC - see report.

Lead organizer has passed away. Search for an EDD. Meetings on going.

14. Other Committee Reports

- a. ART
- b. Best Practices
- c. Government & Industry Relations - trying to get the Maple Production Improvement program reinstated for this year.
- d. Marketing, Branding & Promotions - Breakfast from the Farm, IPM, Social media on going. Maple Weekend group will start working shortly.
 - i. Money for marketing study - Approval from OMAFRA (Grow Ontario Fund) on a portion of and an application has been made to get much of the still needed portion funded by Fednor. Total is 98K for this marketing study but its a 50/50 so we need to supply 49K and we have been working with Fednor to get 39K of that. Phase 2 was submitted in early July and then a delay with implementing a new portal. Delayed a bit due to the change. We would supply \$10k.
- e. Simcoe to do a grading workshop. Some sort of money was put aside. Action Item to be dealt with.
- f. Training Coordination - No Update

15. Other Business - none noted.

16. Adjourn: Next Meeting November 5, 2024 (in-person/hybrid)
Ray moved to adjourn.

Action Items:

Money to cover grading workshop in Simcoe & District.
Jug program negotiations
Membership Fee changes
Store restocked
Crop insurance followup

