**Minutes of the Fall 2021**

**PSCTA Meeting**

The meeting was called to order by PSCTA president, Bob Moore at Locksloy Acres in Lake Stevens.  We had a great turnout for our October meeting, and it is always appreciated to have our pre-season visits as we get ready for our upcoming sales.

**Secretary’s Report:**Jan Moore asked if there were any corrections or revisions needed for the minutes of the summer meeting.  There being no corrections, the minutes were accepted.

**Treasurer’s Report:**Sheila McKinnon had a short report on our financial status.  As of 9/29/2021 our account balance was $14,817 with all expenses paid to date.  There being no corrections, the report was accepted as presented.  Sheila reported that our website had been migrated and updated.  It had been some time since our last update, so these changes were necessary to keep the website up and running all the time.  Members are encouraged to review the website and their listings to make sure everything is correct.

**Welcome to Locksloy Acres!**Mike Peters gave a great presentation about the farm, some history and how they have grown over the years.  They purchased the farm in 1989 and at the time it was a cow farm.  After a few years they planted their first Christmas trees in 2003 and in 2007 they sold their first trees—a total of 76 trees!  At lot has happened over the years, and 16 of the 23-acre farm has over 18,000 trees planted.  Sales have been growing steadily over the years and they have revised their sales plan to meet the demand of their customers.  All trees that are for sale are tagged and individually priced.  Their reservation system (pre-sale of trees) during the first two weekends in November will continue as well as having customers make an appointment to pick up their tree after Thanksgiving.  Due to Covid protocols last year, they made appointments for customers to pick up pre-selected trees.  This system worked out so well that they will be continuing to use this model.  They have limited parking spaces at the farm so staggering pick-up times was a huge success.  This plan also helped them plan on when they needed to have helpers working.  Finding help this year seems to be a common theme for farms so managing this busy time for our farms is essential.    Mike had some equipment for sale and members were welcome to explore the farm.

**Old Business:**We had a brief report on the Puyallup Fair booth.  Two farms did volunteer to check on the tree in the booth, but our booth was unmanned this year and we did not have any literature to pass out to fair goers.  The booth was modest with the display of one Douglas Fir and some poster signs.  It was decided that at the January 2022 annual meeting we will have discussion about our plans for a future booth at the fair.

**New Business:**Getting ready for our season filled the rest of our meeting.  Bob Moore attended the PNWCTA association meeting in Portland this September and he started the conversation about how farms did last year with all the protocols that the State required and how these protocols will continue this coming year.  For many farms, the requirements from last year required major changes for us all.  After a review, it also seemed that many of these changes made our farms more efficient and we will be continuing with these procedures.  We all have our hand sanitizer supply and those who have areas indoors will be requiring masks. These are good practices for our farms.  Some of the farms indicated that they would require, or at least strongly encourage, all workers to be vaccinated.  We have a very short selling- season and no farm can afford to have a closure.  For customers, masks outside may not be necessary, however, many farmers will have their workers wearing masks as a precaution, and a positive message that we care about our customers and our staff.

The session in Portland also talked about the “heat wave” that did serious damage to many crops.  We all shared our own farm stories about the orange seedlings.  Two of the vendors talked about flocking and painting of trees to help with sales and demonstrated their products.  Not many of our members do flocking and Roger Thorsen indicated that he had some flocking materials for sale if anyone was interested.  Rich McDonald has done some flocking on a very limited basis.  He did share that it is no easy task to flock trees.

Overall, it seems that we can look forward to another robust season!  There is already news out about the shortages of trees this year so we may see our customers come early again.

Before adjourning for our lunch and continued conversation, Roger Thorsen shared that his farm which has been on the historical registry for 4-5 years also has a museum at the house.  You may want to make a field trip.

Our annual meeting is scheduled for January 29th at the Grange.  More information will follow.

Submitted by,

Jan Moore, Secretary