**PSCTA Summer Minutes, July 2022**

The meeting was called to order by Association president Bob Moore at our host farm Enchanted Winds.  Bob welcomed our new members who have purchased existing farms in our membership.  Welcome to Hugh and Rayna who purchased the Cox farm and now call it Shinning Star Tree Farm, Dan Hawkin who purchased Traditions farm (still looking for a new name) and Brittny who now owns Trinity Tree Farm.  Welcome to you all!  Bob spent a few minutes reviewing the role of the association for the new members and as a refresher for the rest of us.

**Secretary’s Report:**Minutes of the January meeting were approved without correction.

**Treasurer’s Report:**Sheila reported that to date we had 35 full members and 3 associate members.  Total income was $4924 with expenses of $3079 paid to date.  The complete budget was printed for the membership and approved.  Sheila reported the updates for our website information and said that she would be sending out information about how to update our information soon.

**Enchanted Winds Tree Farm with Jim and Maria Ulrich:**

Jim gave us a brief history of the farm.  He and his family moved onto the farm in the early ‘50s so he was full of childhood memories of the land.  It wasn’t until 1986 that Jim’s dad first started planting Christmas trees.  His father worked with Roger Thorson (one of our old-time members) and got the idea of growing trees.  In 1995 they expanded planting adding several thousand new seedlings.  The 40-acre farm has 14-15 acres in trees with sales of about 2,000 trees per year.  In addition, they bring in 200-300 pre-cut trees for their customers.  The trees took a beating with the heat over the last year but are recovering this year and they planted 3,600 seedlings this year. When the pandemic hit the farm was closed for the 2020 season but had a great year in 2021 selling all the trees available and adding an additional 500 pre-cut trees.  It was a short season and they were open just 7 days, Friday-Sunday.  The farm has a spacious barn that is used as a gift shop.  Maria sells her wreaths and ornaments in the barn and just keeps adding to her inventory since their customers are ready to purchase that special ornament to mark the year.  Helpers are always a challenge for us tree farmers but Jim contacts the local high school and has been able to staff for the season with healthy and strong workers.  He does offer a special training session to his helpers each year so that they know what is expected of them and adds safety tips.  He has between 30-35 helpers who cover the season.  Finally, Jim said that they use the Square for managing their sales and the information provided by the Square is a great way to keep track of their inventory sold.  We just can’t oversell!

It was a warm day for our meeting and the farm was a wonderful sanctuary under the shade of a magnificent Sequoia tree and also a stream that runs through the property.

**Kirk Company:**

Our new sales representative from the Kirk Company, Stacey, introduced herself to the group and shared her 17 years of experience in the industry.  Stacey highlighted the must have products for our farms.  The Kirk Company offers our members a special Coop pricing and no shipping charges.  Stacey did bring along some products for purchase and new catalogs for the members.  Orders can be placed on line.

**PNWCTA Summer Meeting:**

Rich McDonald attended the summer meeting in June and went over some of the topics discussed.  Many of the topics were geared toward the wholesaler with large crews.  Topics about labor contracts, visa requirements, using drones to examine trees were some of the agenda items.  Since there were sessions about pesticide safety this was also an opportunity to get some pesticide credits!

**Potluck Lunch was delicious!**

**Puyallup Fair:**

Mike Roosendaal reported on his meeting with the fair committee and shared some of their expectations for the booth.  Although the Association has a very long history by participating at the fair each year our needs and limited member participation has changed.  For so many years the fair provided farmers the opportunity to talk to fairgoers about our great product and location of farms (we used to produce a brochure of all the farm listings).  We are now in a new age of the internet providing customers with all the location information and our farms are selling out of trees every year.  For the past few years we had hoped to use the booth as a means to recruit members for the Association, but that hasn’t proved fruitful.  We had some discussion of using other avenues to recruit members, i.e. county agricultural centers, the Winter School, adding contact information on our website to name a few.  It was decided that for this year we would not have a booth at the fair.  Perhaps in the future we can consider this option again.

**New Business:**

The question was brought up as to whether farms allow wagons (food wagons) on their farms and if they charge the vendor.  Yes, some farms do and they charge 15% of sales.

October meeting will be on October 8th.  We are looking for a location so let Bob Moore know if you would like to host the meeting.

**The meeting was adjourned to the fields for some culturing techniques.  Many thanks again to Jim and Maria for hosting our summer meeting.**

Respectfully submitted,

Jan Moore, Secretary