

**Kentucky State Beekeepers Association (KSBA)  
Board Meeting Minutes  
Thursday, September 16, 2021**

**Attendance:** 11 total (8 officers/directors)

**The meeting was held via web teleconferencing.**

**KSBA President Tom Ballinger called the meeting to order at 7:04 p.m. ET.**

The minutes from the August 16, 2021 meeting and September 7, 2021 meeting were presented and approved. Motioned by Jessica Mayes and seconded by Mike Mabry. Motion passed.

**Close-out of Previous Certified Kentucky Honey Program (CKHP) Grant Funding**

Scott Moore reported that he has this 98% complete. We did not spend ~\$14,000 of the total grant funding for this year. Last year we returned ~\$15,000. Scott is investigating 2 issues via inquiry to Compliance. The first is how to document in kind hours for the State Fair and the second is a budget overage for 1 item for the website. Because we are allowed to move 10% of the budget around at our discretion, Scott is simply asking how this movement should be documented. This is due at the end of September and Scott will submit when he has all the answers.

Jessica commented that this is very close to what the new funding request will reflect so we have consistency.

**CKHP Funding Gap**

The Department of Agriculture Development Board grant funding for Certified Kentucky Honey Program runs out on September 15, 2021. If the new funding is granted, it will start on November 1, 2021. Tom Ballinger asked for anyone with suggestions on how to reduce costs during this ~60 day period to let him know. Jessica Mayes has done outstanding work to date to work to secure additional funding. This is still in progress.

**501c5 to 501c3 Conversion**

Tom proposed that we start this conversion now using Brightbridge Nonprofit Solutions to provide financial services on behalf of KSBA and do the conversion. The conversion will take approximately 4 months. Some organizations (Cattlemens etc.) are both c5 and c3. The group discussed the advantage of a straight conversion to c3 vs. maintaining our current c5 status and adding c3.

Jessica reported that the fee Brightbridge will charge is \$3,693 which includes the conversion or addition of the 501c3, plus bookkeeping essentials for Year 1, state compliance review and consulting services. This fee does include grant compliance for CKHP but we may need to add hours to the bookkeeping essentials line item which is currently only 2.5 hours per month in the quote.

Jessica Mayes motioned that we convert from a 501c5 to a 501c3. Seconded Lisa Anglin. Motion passed.

**KSBA General Meeting in November**

At the September 7, 2021 meeting, the group selected the date of Saturday, November 13 at 6 p.m. Tom asked Phil Craft to work with Dr. Tammy Horn Potter to identify a keynote speaker. Phil asked the group to email him with possible topics and speakers.

### **Beginning Beekeeping Classes Delivered by Phil Craft**

Tom asked to delay this discussion until after our financial situation is determined. Phil Craft offered that now is the best time to plan and organize this given that beekeepers start planning and buying equipment, bees and studying now in preparation for spring the following year. The number of attendees was close between the beginner and intermediate classes. Phil offered that there are 6 classes to be delivered between now and late spring.

Jessica and Phil would like to make this revenue neutral by either raising money from beekeeping suppliers and/or charging a nominal fee per class of \$5. Jessica offered that Phil has great contacts at the extension offices to help advertise. Phil has a contact at extension that may be able to help with this as well as publish our Beelines. Mike offered that most extension offices have county money available for education which may be available for beekeeping education. Lisa offered that Tom Webster, Extension Specialist for Apiculture at KY State University may be able to help with class promotion.

Phil indicated he charges \$125 per class to cover the 3 to 6 hours needed to plan the classes and correspondence with registered individuals but he has flexibility on the cost.

Rick LeMarr offered that this could also be a platinum advertising opportunity on the website. Tom will ask Dadant and Mann Lake/Kelly's to ask them to sponsor the first 3 classes and offer them advertisement for all 6 courses. Rick cautioned to not mis align or "double dip" on how we invite advertisers to provide funding given the advertising plan Rick wrote up and put forth recently. Tom has been working with Dadant extensively on several opportunities for advertising and will consider all these ideas in his communications with Dadant.

Tom also sold advertisement on the back of updated CKHP fliers. He sold one for \$400 and a second slot in process for \$400. The fliers cost \$270 so these fliers will be profitable due to advertising.

Tim and others offered Blue Sky Bee Supply, BetterBee, Cowen, Cook and Beelease, Maxant, Honey and Bee Connection, Acorn, and others as possible advertisers. Tom already contacted many of these, especially those located within a 300-mile radius.

Lisa motioned to move forward with the first 3 classes taught by Phil Craft and Dadant sponsorship. Tim Sheehan seconded. Motion passed.

### **Moisture Content**

Mr. David Shockey was not present at the meeting. Rick forwarded the agenda and meeting details to David's personal email address, but he did not reply. Tom therefore tabled the discussion.

### **Honey Donations**

Tom has 40 bottles left over from the state fair which he intends to donate to the Kentucky Food Bank. The bottles have KSBA labels on them and represent KSBA. Tom asked if anyone opposed and no one did. Jessica proposed that at the fair next year, we give producers an option to allow bottles to be donated to a food bank to save people from returning to Louisville to pick them up. Rick will send an email to all KSBA inviting others to contribute to the donation. Tim Sheehan made a motion do this donation. Mike Mabry seconded. Motion passed.

### **New Business**

1. Jessica received 4 requests recently from organizations asking for honey straws. The uses are various such as for bicyclists during races, Halloween handouts and Easter baskets. She suggested this would be a good fund raising and CKHP marketing opportunity. Tim Sheehan has 8,000 straws left.
2. Rick pointed out that veterinarians are very important to apiculture and possible advertisers due to the need for antibiotic prescriptions for beekeeping.

**The meeting was adjourned at 8:04 p.m. (EST). Motioned by Lisa Anglin. Seconded by Tim Sheehan. Motion carried.**