

First order of business:

Meeting called to order at 6:13:

Attendees for the majority of the meeting:

Rebecca Dufendach

Regina Andrews

Chad Cover

Steve McDaniel

Bill Castro

Luke Goembel

Nate Anderson

Lynne

Keith Lucas

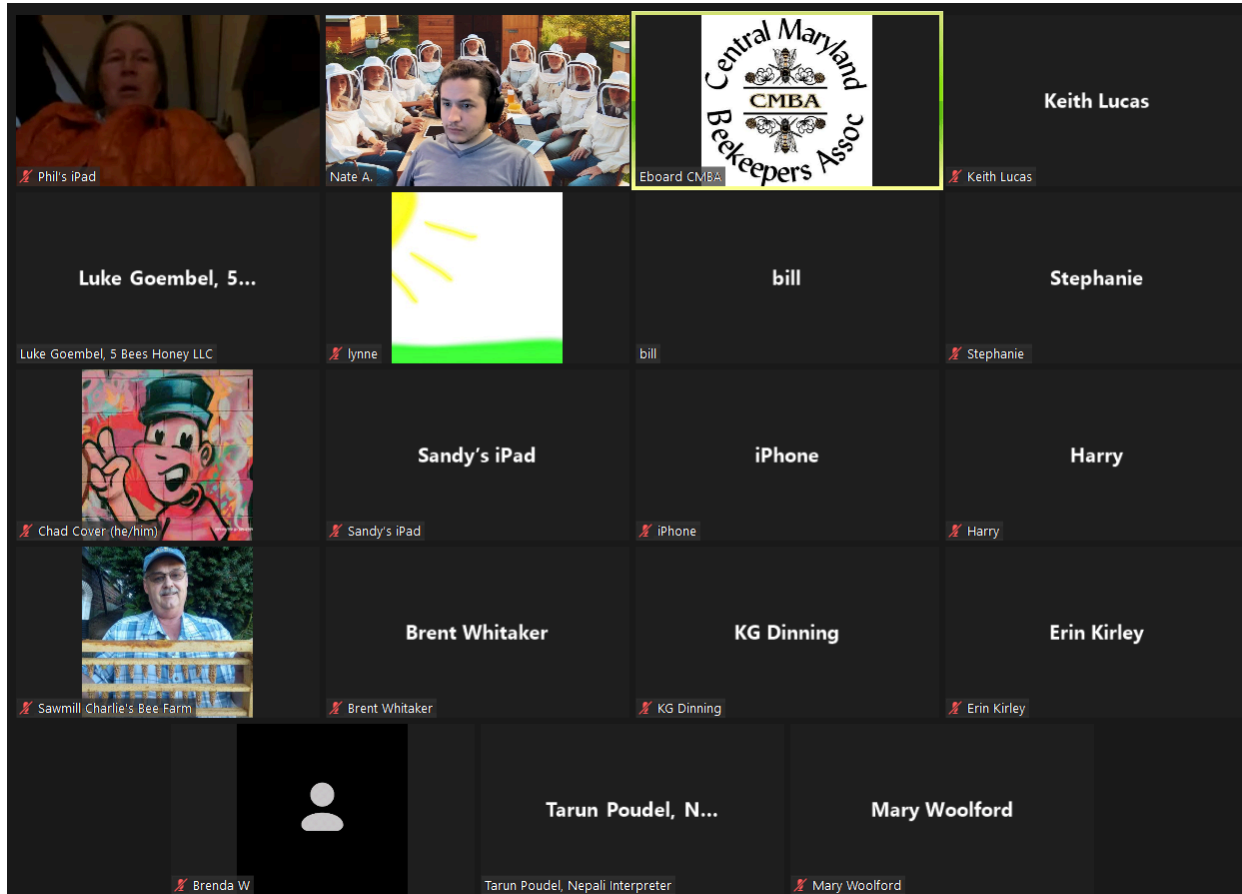
Bonnie Raindrop

Sandy

Stephanie

Harry

Virtual attendee snapshot at the end of the meeting:



Secretary's Disclaimer, I could not hear much of the meeting, sound issues won this time

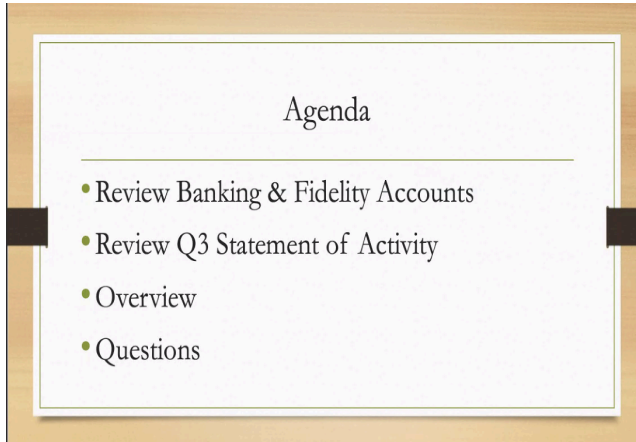
President's Report

Will be given in the member's meeting

Ratifying Last Month's Minutes:

July, August, and Sept approved

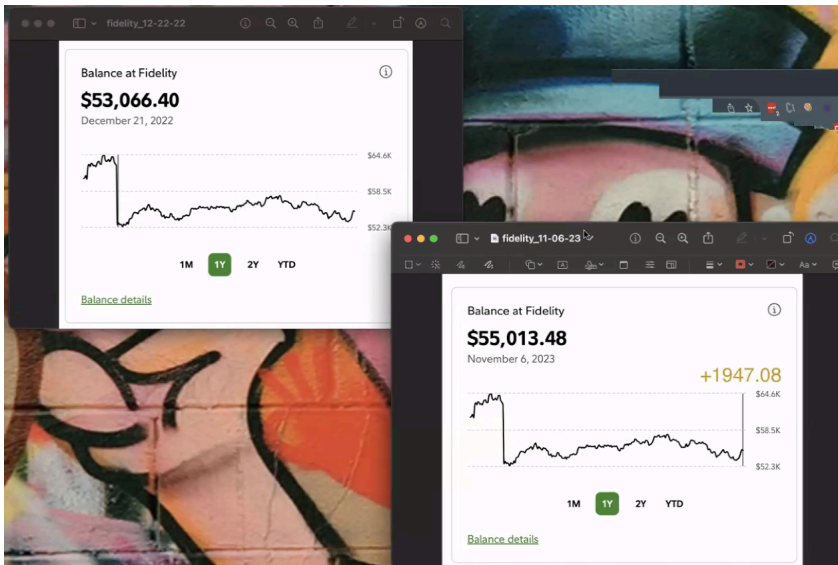
Treasurer's report:



	TOTAL
Revenue	
Donation	50.00
Maryland State Fair	32,889.50
Memberships	3,860.00
Nuc Sales	18,800.00
Rentals	210.00
Short Course	3,640.00
Uncategorized Income	10,000.00
Total Revenue	\$69,449.50
Cost of Goods Sold	
Cost of Goods Sold	0.00
Nucs	16,430.00
Total Cost of Goods Sold	16,430.00
Total Cost of Goods Sold	\$16,430.00
GROSS PROFIT	\$53,019.50
Expenditures	
Administration	
Audio/Visual	13.77
Computer Equipment	744.93
Insurance	323.00
Postage	260.06
Supplies	53.32
Total Administration	1,395.08
Education	
Honorarium	1,400.00
Library	55.00
Short Course Expenses	
Instructors Fees	855.00
Refreshments	358.84
Supplies	486.50
Total Short Course Expenses	1,700.34
Total Education	3,155.34
Legal & Professional Services	
Bank Charges & Fees	1,844.06
Subscriptions	387.34
Website	1,896.00
Total Legal & Professional Services	4,139.90
Legislative	
Memberships/Donations	1,500.00
Total Legislative	1,500.00

	TOTAL
Membership Expenses	
50th Anniversary Gala	2,095.29
Refreshments	264.50
Total Membership Expenses	2,359.79
State Fair Expenses	
Auto/Gasoline	371.49
Club Share	3,403.36
Commissions	3,060.24
Consignment	11,420.59
Contractors	470.82
Electronics	921.50
Honey	5,697.96
Miscellaneous	463.45
Permits	455.00
Refreshments	69.51
Supplies	741.14
Total State Fair Expenses	27,075.06
Total Expenditures	\$39,625.17
NET OPERATING REVENUE	\$13,394.33
NET REVENUE	\$13,394.33

We have the money set aside that we should have for nuc buying for next year



Marked has improved (slightly) We have all the money we'd need to do all our programs for next year already

Overview

Items	Actual	Budgeted
Revenue (Accrued)	\$59,449.50	\$68,000.00
Expenditures + Cost of Goods (Accrued)	\$56,055.17	\$64,329.00
Net Profit	\$3,394.33	\$3,671.00
Expected Revenue (11/7 - EOY)	\$ 977.23	N/A
Honey Inventory	\$1,080.00	N/A
Expected Refunds (11/7 - EOY)	\$ 220.00	N/A
Net Profit + Revenue/Inventory/Refunds	\$5,571.56	

Last year a lot more nucs sold

Highlights

- On track to exceed the budget.
- Successful launch of Beekeeping 101
- Nuc sale
- Honey Sale
- Purchased needed tech
- New members!!

Beekeeping 101:
 Nearly \$2000 in profit
 51 individual enrollments, with nearly 20 of them families!
 Brought in new members, including a new Board Secretary and Social Media Chair

Nuc Sale:
 Did not lose money & still provided a useful service to 52 folks who purchased 93 nucs.
 Free nucs for the CMBA apiary

Honey Sale:
 Financial & Organizational Progress:

Club payouts in 2022: \$435.41 x 3 = \$1306.23
 Club payouts in 2023: \$850.84 x 3 + \$1701.64 x 1 = \$4254.16

CMBA Profit in 2022: \$3047.87
 CMBA Profit in 2023: \$4711

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One more club joined us this year (BUMBA) & one (ASMB) took two shifts.
 Several members of our sister beekeeping clubs have indicated a renewed interest in joining us at the Honey Sale in 2024, and possibly taking a leadership role in its organization.

Bonnie asked about the number of consignors:

We had less than half as many, but the consignors and the club both got a better deal of it this year

Membership:

October Membership report is available here if needed:

https://docs.google.com/presentation/d/1Sj9pQr2zIXiVzJTkc0fGpmkKYAxO5he021Q2jo-oAk/e/dit?usp=drive_link

CMBA Membership Report

October 2023

As of October 19, 2023 Board Meeting

Membership Roll

Total Current Members:	275
consisting of	
Lifetime:	39
Annual:	221
Annual with Newsletter:	15

Membership Growth

New Members (2023 YTD):	108
New Members (past month):	5

Summary - 2023

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Total	-	221	246	260	271	273	270	271	269	275		
Lifetime	-	33	34	34	36	36	36	36	36	39		
Annual	-	172	194	210	218	220	216	218	216	221		
Annual + NL	-	16	18	16	17	17	18	17	17	15		
New	11	38	20	8	11	2	3	4	4	5		

Note: Change in Total from month to month will reflect renewals (+), expirations (-), and new members (+)

Questions:

When memberships are due to expire, does the member get reminders?

Yes, the membership system sends three emails at the 30, 7, and 1 day away mark.

Can we keep track of how and why people drop off or is there any effort to follow up with people?

Not currently done, but could be a future consideration.

Auto renewals?

We don't currently use auto renewals, but that could be a future consideration to investigate, assess and perhaps implement.

Rebecca's VP report and Newsletter Report:

Newsletter is looking for news, photos, and stories!

Research

Nothing to report

Nuc Yard

We've lost 5 hives at the yard, Bill says it's probably mite related. All hives were heavy with honey. Insulation under the inner covers would be good. Set for winter.
11 remaining colonies. Pictures are available

Chad comments: we'll be buying insulated board and covers to help with that.

New Business:

2024 budget proposal to be delayed.

We are out of T-shirts for the club. We've got smalls and a few mediums, but overall not many left!