

Craft Maltsters Guild
Board of Directors Meeting Minutes
Thursday, April 18, 2019 2:00-4:00 p.m. EST
(zoom – video/conference call)

Board Members Present: Twila Soles, Dave Thomas, Chris Swersey , Jeff Malkiewicz, Brandon Ade, Hillary Barile, Mike Driscoll, Mallorie King, James Weed

Absent: Brent Manning and Hannah Turner

Presiding: Jen and Twila

Notetaker: Jen Blair

Invitees:

Meeting convened @ 2:00PM EST

I. Icebreaker

Welcome new Board members!

II. Agenda and Meeting Minutes Review

- February minutes unanimously approved
- March minutes unanimously approved
 - *Jen to break down PayPal balance on ED Report between conference & membership dues

III. Craft Malt Seal Update

- Brent sent licensing agreement for Board to review and provide feedback by April 30th
- Rake on seal isn't immediately recognizable as a rake
 - Suggestions:
 - Remove rake
 - Put certification levels (platinum, gold, silver, etc.) in place of triangles
- How did the 5% limit get set for seal?
 - Seems low
 - Can we do 10% to incentivize brewers to use more craft malt?
 - *Brent to do research re: 5% limit – what is typical case for brewers?
- What if you have a gold-certified beer but a silver-certified brewery? Is the brewery permitted to use only beer certification on package?
- We need clear guidelines for usage
- Twila motioned for an extension of time to review licensing agreement and motion passes
- Mike would like to join the working group
- *Board to review licensing agreement and be prepared to discuss at May BoD meeting

IV. CBC/WBMBC Review

- Notes on WBMBC:
 - Good reception from attendees
 - Requests for info re: our conference
 - Membership inquiries from several companies

- o Networking with Allied Trade and Member Malthouses: Crisp, Buhler, Kaspar Schulz, Two Track, Epiphany
- Notes on CBC:
 - o Steady traffic at the booth
 - Membership inquiries
 - Malthouse locations
 - o Decent crowd during presentation
 - Thoughtful questions from audience
 - Highlighted that beer is an agricultural product
 - Awesome job of members showing up and helping out
 - o Big boost in website traffic during CBC
 - o Good turnout at tap takeover
 - o Presentation proposal window opens in August
 - Brainstorming potential topics for 2020
 - Can use webinars for potential ideas on training topics

V. Member Malthouse Application Process & Origin Application

- *Update application to include state and **local** license requirements and has the applicant satisfied them
- Move testing questions to survey rather than application
- Add membership requirements to application
- Add batch size to survey
- Is the malthouse producing its own product on its own equipment? Is the malthouse contracting with another malthouse?
- *Jen to reach out to Origin re: contract malting information
- *Jen to move contract malting position paper from Members Only section to The Guild dropdown menu so non-members have access to all membership requirements.

VI. Upcoming webinars

- Marketing Craft Malt potential speakers:
 - o Point Five
 - o Dennis Nesel, Hudson Valley Malt
 - o Seth Klann, Mecca Grade
- FSMA potential speakers:
 - o Katrina Christiansen – hasn't responded since email re: joining as a member, but that doesn't preclude her from presenting
 - o Other contacts?
 - o Potentially hiring an FSMA training company
- Floor Malting potential speakers:
 - o Gabe Toth
 - o Someone from Crisp – Crisp has said they're interested

VII. DME/Konig Discussion

- Chris following DME & Konig developments
- How should we handle companies, especially ones bought out by VCs, with whom members may have lost money/investments, who want to join Guild after reorganization, etc?

VIII. 2020 BA Grants

- 2 day sensory class – Hannah and Jen to work on structure
- FSMA Handbook – Jeff and Hillary to help Jen with request
- MSA Certification

IX. FSMA Best Practices for members

- FSMA compliance is not unique to craft maltsters, so handbook is an opportunity to work with large malting companies
- FDA will impose compliance requirements, but will also defer to industry guidance
- FDA website is good source of information to learn more about what's required for FSMA – Jen isn't familiar with FSMA requirements, so Jeff & Hillary to assist with grant request

X. Action Item Review & Debrief

- Jen to break out PayPal income
- Jen to update membership app and survey
- Board to send membership app and survey feedback by April 26th
- Jen to contact Origin re: contract malting
- Jen to send comments on seal to Brent
- Jen to email re: grants
- Board to review licensing agreement and be prepared to discuss at next meeting

Upcoming Meetings (Third Thursday of every month)

May 16, 2019

June 20, 2019

July 18, 2019