

**Craft Maltsters Guild**  
**Board of Directors Meeting Minutes**  
**Thursday May 21, 2020 2:00-4:00 p.m. MST**  
**via Zoom**

**Board Members Present:** Brent Manning, Twila Soles, Jeff Malkiewicz, Dave Thomas, Brandon Ade, Hannah Turner, Hillary Barile, James Weed, Dan Galvagni, Chris Swersey, Phil Neumann, Jesse Bussard

**Absent:**

**Presiding:** Brent Manning

**Notetaker:** Hillary Barile

**Invitees:**

**Meeting convened @ 2**

**I. Icebreaker:**

**II. Agenda and Meeting Minutes Review**

- Minutes from April were approved as submitted.
  - Motion – Jeff M. , 2<sup>nd</sup> – Phil N..

**III. Financial Review**

- Brent Manning gave an overview of the monthly finances
- April is reconciled with a net income. About \$6,000 in membership dues came in during April.
- Corliss and Solomon (tax firm) submitted all of the tax filing in April. 990EZ was required for 2018 and this firm will get our filing together for 2019. The fee for the total review and 2018 filing was \$1500, this should be less for 2019.
- Jeff M. also reported. Going forward, a YTD vs. prior year report will be available at the monthly meeting. So far, 2020 is looking good vs 2019.

**IV. Covid-19 Response**

- Jesse has been updating the resource center. Dues deferment and online video access for all members is available through June 19<sup>th</sup>.
- The Guild co-hosted webinar April 27<sup>th</sup> was well attended.

**V. Conference and Events Update**

- 2021 Craft Malt Conference is only 7 months away at this point.
  - Should we be planning to go forward with a virtual conference at this point? There are many things to consider and we see many other conferences going virtual at this point. CBC, GABF, Homebrew Con, and the ADI Distilling Conference have all gone virtual for their formats.
  - Jesse spoke with one company, Impact XM, regarding their options for a virtual event. Their ballpark estimate was \$10-15,000
  - Jesse has also reached out to the CBC planners to talk about their experience with the virtual conference.
  - Going to a virtual conference may be an opportunity to get some speakers who would not normally participate.
- 2021 CMC Live vs Virtual: For site reservation and all other planning, we need to make a decision by July 1<sup>st</sup>.

- The Events Working Group will meet before the next Board meeting and provide a recommendation.
- We also need to make some cost and income projections on the live vs virtual conference
- Jesse will get some more quotes on the cost for hosting a virtual conference
- Jesse will attend some of the upcoming virtual conferences to get some info and experience.
- Advanced Class
  - Hugh is in the process of developing content for the Advanced Class. Would this course also be held virtually?
- Malt Cup
  - Hannah is confident that they would be able to do the work of the Malt Cup evaluations even if the conference is virtual.
  - Lindsay Barr has committed that DraughtLab would again provide in-kind work on the Malt Cup for a Conference Sponsorship
  - BA funding for the Malt Cup will not be available, so the cup will probably be a break-even or a small loss
  - We can open up participation to the International Malthouses to try to get some more participation
  - The events committee will discuss the Malt Cup when they discuss the Conference.

#### **VI. Webinars**

- July 9<sup>th</sup> – Craft Malt Sale Strategies – Dan G will speak, any other speaker ideas?
- Sept 10<sup>th</sup> – Allied Trade Member Blitz? COVID update? Shipping and Logistics?

#### **VII. Craft Malt Seal**

- Webinar was held with 96 registrants and 49 people on the call.
- Interactions were positive, are we interested in making a bakery seal?
- There was a suggestion from Alan Gladish that we put some money and effort into info packets that members can use to distribute to interested breweries and distilleries.
  - Brent estimates that it will cost about \$1000 to develop the materials with a graphic design firm. This would be for development, not printing. Brent will get a couple of quotes for this work.
- A motion was made to give a tin tacker of the seal to participating breweries and distilleries at the time of their sign-up. This will be retroactive to prior signups. TapRoom Tackers will be the vendor. Jeff M. – motion, Brandon A. – 2<sup>nd</sup>.

#### **VIII. Action Item Recap**

- Financial reporting passes to Jeff M.
- Events WG will convene to discuss 2021 Conference and provide a recommendation
- Hannah T – Advanced Class planning
- Dave T – Webinar speakers for July (Matt Drew at Montana Craft Malt?)
- Brent – Quote on graphic design
- Jesse – more virtual conference cost information and feedback from conferences that have happened.

#### **Upcoming Meetings (Third Thursday of every month)**

**June 18<sup>th</sup>, July 16<sup>th</sup>, August 20, September 17<sup>th</sup>**

May 21, 2020; June 18, 2020; July 16, 2020; August 20, 2020