

Northern Nut Growers Association, Inc.



2012 Stakeholders' Report

Mission Statement and Purposes

Revised August 2002

Mission Statement

The Northern Nut Growers Association, Inc. is a non-profit organization of people interested in growing nut trees and minor fruits such as pawpaws and persimmons. We achieve our Purposes by discussions at our annual meetings, through our publications, with our award-winning web site, and through interactions with other nut growing organizations throughout North America and the world.

Purposes

The Purposes of the NNGA shall be to:

1. Promote interest in and disseminate information about nuts, nut bearing trees, and selected minor fruits (such as pawpaws and persimmons) of the temperate zone;
2. Promote scientific research in the breeding and culture of nut bearing trees and selected minor fruits of the temperate zone;
3. Promote the standardization of cultivar names and the development of genetic bases for the establishment of the identity of cultivars of nut bearing trees and selected minor fruits of the temperate zone;
4. Promote the production of nuts and selected minor fruits of the temperate zone for both commercial and home use; and
5. Advance the culture and use of nuts, nut bearing trees, and selected minor fruits of the temperate zone.

President's Report

I am at the apex of my tenure as President of the NNGA as I began in 2011 and will stay in office until the annual meeting in Oregon in 2014. At this juncture, I take the time to reflect on the year 2012. Our mission is intact and the NNGA's goals are being met. We hold incredibly educational annual meetings. I mean, if you are a hobbyist or a real dig in the soil type of grower, there has been something for you at the annual meetings. The presentations have been top notch, rarely boring, and there have been nut cookies—lots and lots of nut cookies—delivered for the breaks. What could be better?

Our commitment to research and our research grant program remains strong and enduring thanks to our members and the annual auction. We have a dedicated group of board members, officers and committee members. We are educating our membership through the publication of the Nutshell and Annual Report, which arrives in our members' mailboxes every 3 months. Your officers and board do what we have been appointed to do and for a volunteer organization without a home base, I think we do incredibly well.

Our purpose for existing is quickly becoming the “in thing” again, in other words, the right approach. As they say, our core values are worthy especially as we anticipate another 3 billion fellow earth-mates joining us during the next 50 years. Professor Peter C. Kahn and fellow authors from Rutgers University (including our current NNGA secretary Tom Molnar) state in *Current Issues in Science* (Summer 2011):

“We propose a conceptually simple approach that could make a serious dent in these problems: plant more perennial crops, whose genetic potential and agronomic possibilities have barely been tapped. The result would be a dramatic increase in high-protein food for people and livestock and also wood and other biomass for fuel and construction...Perennial crops would increase soil organic matter, reduce pollution, and stabilize soils against erosion. They would help fields, forests, and rangelands retain water, thereby reducing flooding and helping aquifers recharge. Perennials would also sequester large quantities of CO₂, helping to slow climate change...Nut-producing trees include species adapted to many different climates. Because of their high concentration of nutritious protein and healthy fats, tree nuts are excellent substitutes for or complements to meat in the human diet...Research should focus on improvements in yield, nutrition, adaptation to different soils and environments, pest resistance, stress tolerance, and timber qualities.”

This is what we do. These are our goals and the results can be found on our farms. So we are definitely on track with our mission.

Unfortunately, the Northern Nut Growers Association is losing members. Since our income derives primarily from memberships, we need to maintain members, not lose them. We have lots of money in the bank, but so did General Motors and you know what happened to them. To perform our current tasks we need dues from about 600 dues paying members. The **good news** is that we have approximately 600 members, but the **bad news** is that nearly 200 of these are Life Memberships who are not paying dues. Don't get me wrong, that we have nearly 200 Lifers is a fantastic achievement, people who truly believe in the NNGA, but Lifers, as we have found out, won't pay the bills. So, the **so-so news** is that we have about 400 dues paying members; and again, the **bad news** is that each year fewer of these dues paying members rejoin the organization. In fact, we are losing on average about 150 members each year (for the last 3 years). Now, we do get new members, but the bottom line is that we are raiding our bank accounts to remain solvent and pay our bills for each and every member we lose.

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Financial Report (Unaudited)

1 October, 2011 – 30 September, 2012

Prepared by Bill Sachs, Treasurer

Income

General Fund Income	Actual
Memberships (PayPal: \$6,290.00; Checks: \$8,589.63)	\$14,879.63
Advertising	\$2,809.00
Book Sales (PayPal: \$1,385.00; Checks: \$750.00)	\$2,135.00
Promotional Items (PayPal: \$78.00; Checks: \$664.00)	\$742.00
Misc. (reimbursement, donation)	\$91.00
Interest, Dividends, Capital Gains	\$951.21
Total	\$21,607.84
<i>Annual Meeting, returned funds</i>	\$264.87
TOTAL INCOME	\$21,872.71

Expenses

General Fund Expenses	Actual
Annual Report (including mailing and tax)	\$0.00
The Nutshell (including mailing and tax)	\$19,665.86
Marketing	\$0.00
Editor/K. Molnar expenses	\$694.21
File Maintenance (including tax)	\$585.00
Secretary/T. Molnar expenses	\$1,291.52
Office Supplies, photocopying, software	\$65.87
Post Office Box	\$218.00
Treasurer/postage	\$184.39
Promotional Items	\$340.10
Mailing books and Promotional Items	\$199.81
Insurance (bonding Treasurer)	\$202.00
Fraudulent credit card transactions	\$165.76
PayPal fees	\$220.82
Accountant, income tax preparation	\$1,534.00
Miscellaneous expenses	\$165.00
Refunds to people who paid twice	\$0.00
Total	\$25,532.34
TOTAL EXPENSES	\$25,532.34

Research Grant Expenditures

1 October, 2011 – 30 September, 2012

Description	Amount
Recipient	
Univ Missouri (Barrett and Stamps)	\$2,945.00
Univ Missouri (Warmund)	\$750.00
Kurt Belser	\$1,937.00
Stop Payment Fee	\$3.00
Research Grants, Total Expenditures	\$5,635.00

Assets

30 September, 2012

Asset	Amount
General Endowment, Harrisburg ¹	\$8,442.93
Research Endowment, Harrisburg ²	\$10,991.27
Library Checking Account Balance	\$1,907.64
PayPal Balance	\$1,214.77
General Fund Money Market Balance ³	\$3,367.31
Investment value: General Fund	\$53,946.57
Investment value: Life Member's Fund ⁴	\$35,692.66
Investment value: Research Fund	\$157,124.69
Research Fund Money Market Balance ⁵	\$10,438.02
TOTAL LISTED ASSETS	\$281,218.22

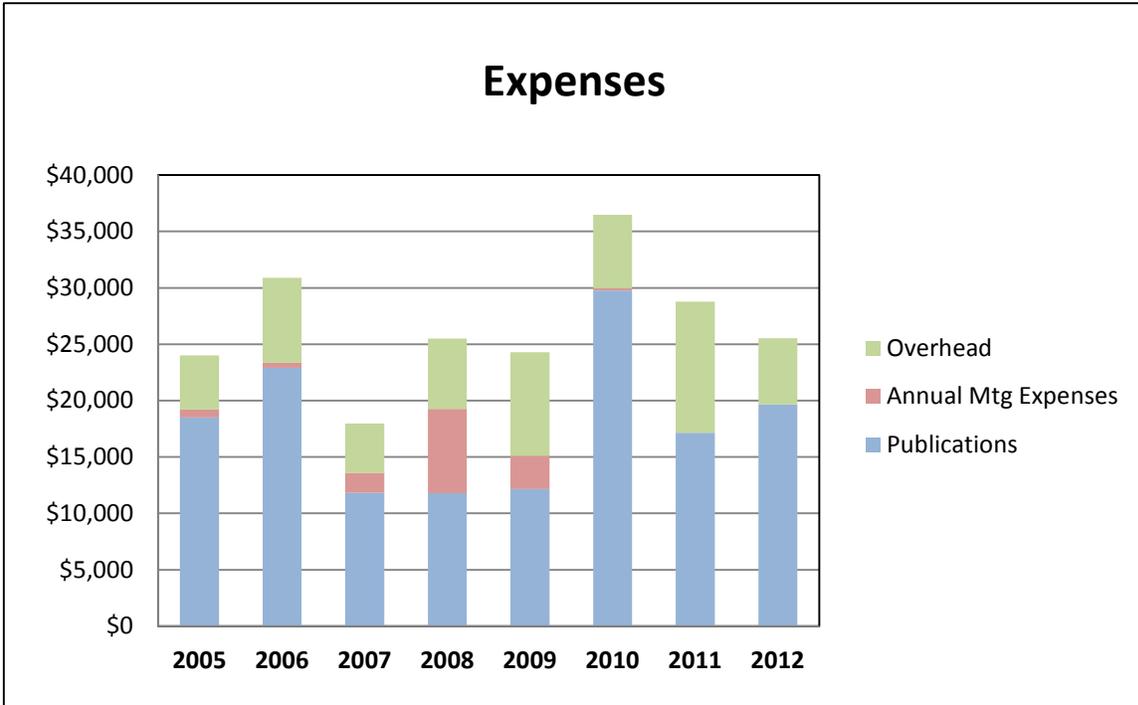
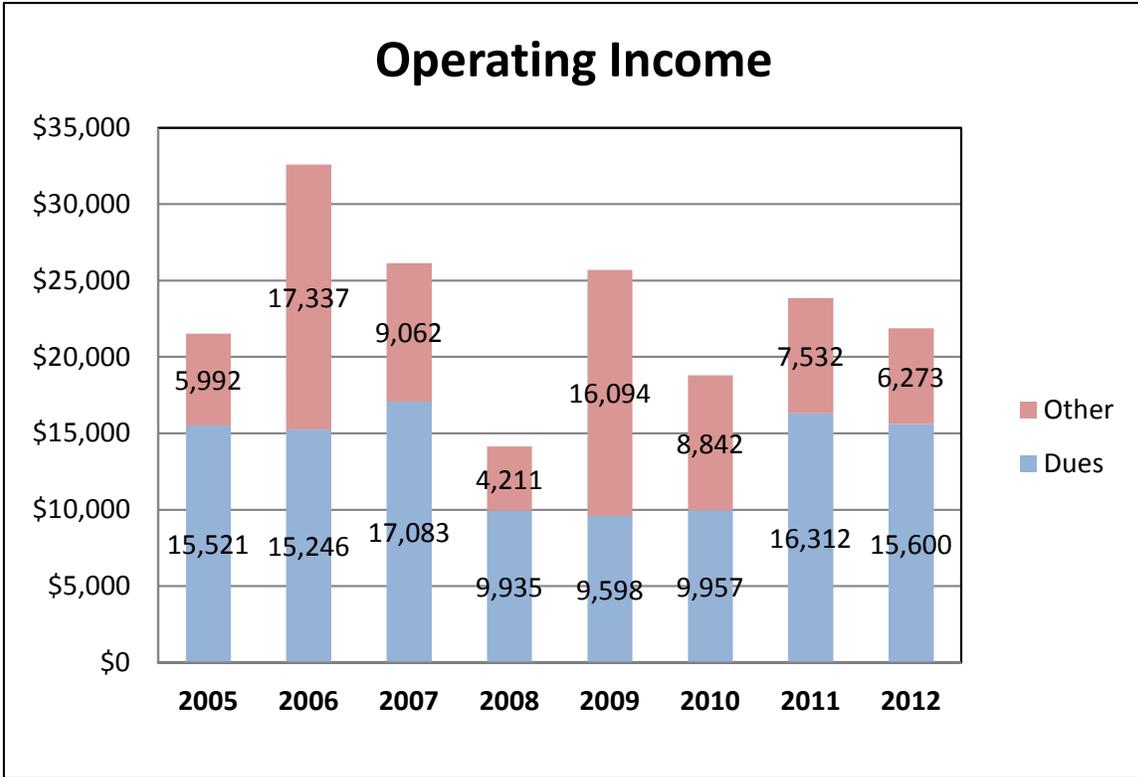
¹Includes dividends (\$192.41) and fees (-\$247.29).

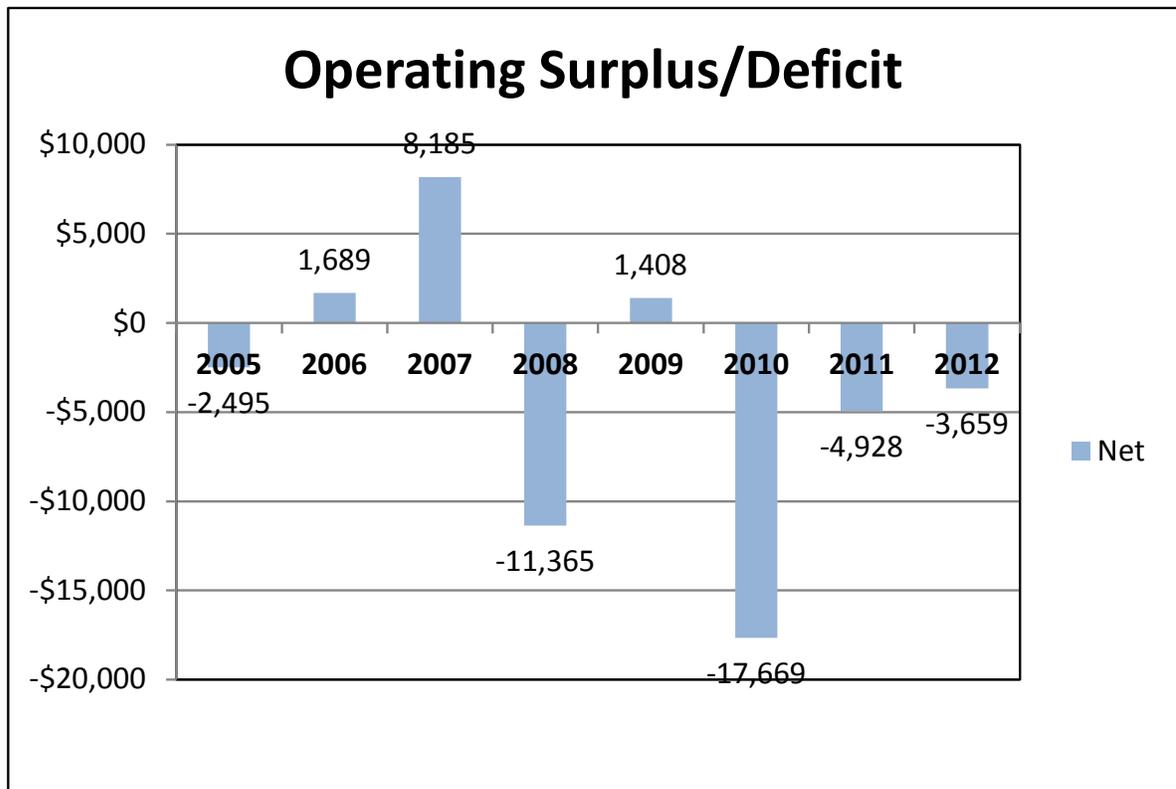
²Includes dividends (\$249.93) and fees (-\$247.45).

³Includes interest, dividends and capital gains from General Fund investments (\$951.21).

⁴178 Life and Honorary members. Includes dividends and capital gains from Life Fund investments (\$651.44).

⁵Includes Research Fund interest, dividends, and capital gains (\$3,119.82), proceeds from the Annual Auction (\$2509.51), and donations (\$155.00).





Notes on the Treasurer's Report for 2011 – 2012

Please refer to the accompanying tables and charts for detailed information about NNGA's financial performance during FY2012. The notes below are intended to highlight some of the more significant data in these tables.

Income

Dues payments are NNGA's principal source of operating revenue supporting publication of *The Nutshell* and *Annual Report*. Other sources of income include interest and dividends from investments, advertising, the sale of books and nutwear, and surplus revenue from annual meetings. Dues income was off in FY2012 compared with FY2011, but by only 10% in spite of a significant drop in

dues-paying membership between 2011 and 2012 and one-time voluntary dues payments in FY2011 from members who received a full year of membership benefits in 2010 but had not paid their dues. The decrease in membership in 2012 coincided with an increase in dues from \$25 to \$40, but the negative impact on operating income was largely offset by the dues increase.

Income from the sale of books also declined this year as did advertising revenue. In contrast, revenue from the sale of promotional items increased and we realized a small gain from our 102nd Annual Meeting in Logan, Utah.

NNGA received only \$170 in research donations in FY2012, but our 16th annual auction at the 103rd Annual Meeting this past summer netted \$2,509 for research. Thanks to our donors, and members and guests who attend our annual meeting and bid generously at our research auction, we have been able to continue to award research grants annually.

Expenses

The cost of printing and mailing *The Nutshell* and *Annual Report* along with occasional miscellaneous publications comprises the lion's share of NNGA's annual operating expenses, averaging about 70% of total annual operating expenditures. Our remaining overhead expenses are comprised mostly of the cost of providing Internet service for our Secretary and *Nutshell* Editor, reimbursement of our Secretary's annual meeting expenses, insurance, office and mailing expenses, and our accountant's charge for preparing our federal income tax return.

NNGA incurred an operating deficit of approximately \$3,700 in FY2012, a slight improvement over FY2011; however, this will be our fifth operating deficit in the past seven years (see chart). There were no direct marketing expenses for our member recruiting campaign during 2012; however, operating expenses in Q1 and Q2 reflect the cost of printing and mailing extra copies of *The Nutshell* for the final half-year of our free membership year offer in calendar 2011. On a positive note, the cost of preparing our federal income tax return was significantly lower this year, thanks to the services of Marie Stehli. NNGA's remaining expenses in FY2012 were in line with past experience.

Of special note are two unauthorized credit card transactions charged to the *Nutshell* editor's NNGA credit card at the end of the fiscal year. These charges have since been reversed and will show up as a credit under Income in NNGA's FY2013 financial statement.

This is the second year NNGA has co-published *The Nutshell* with the *Annual Report* from the preceding summer's annual meeting. I can say with some confidence that co-publication has resulted in a net cost savings, but the exact amount depends on printing volume.

NNGA awarded two new research grants in FY2012 and dispersed over \$5,000 in grant money.

Liabilities

NNGA's future liabilities include the cost of assembling, printing and mailing its three unpublished *Annual Reports* at an anticipated cost of between \$21,000 and \$30,000; the publication of the second volume of "A Guide to Nut Tree Culture in North America;" and \$6,797 in research grant commitments.

Assets

With the overall improvement in financial markets this year, we experienced a significant increase in the market value of our assets; however, we have a long way to go before our assets recover their pre-2008 market value.

Membership

Membership is the key to NNGA's financial health. NNGA had 570 members at the end 2012, 189 of whom were LIFE or other category of non-paying member. Of our remaining 381 dues-paying members, 307 must renew their memberships by the time the June 2013 *Nutshell/AR* is ready for mailing in order to continue to receive membership benefits. According to NNGA's bylaws, delinquent members are to be dropped from the membership role on April 1, but because the March *Nutshell/AR* is typically mailed in late April, delinquent members receive a "grace" copy.

Annual membership attrition can be tracked using data from our membership database near the end of the membership year. Based on the data currently available, the following table shows attrition for the past three years:

Membership Year	Paid-Up Dues-Paying Members*	Non-Renewing Members
2010	382	137
2011	510	66
2012	381	238

*Year-end

The increase in dues-paying members in 2011 was due in part to 95 new members re-

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103rd Board of Directors Meeting Minutes

Northern Nut Growers Association, Inc.
University of Kentucky, Lexington, KY
Sunday, 22 July 2012

ATTENDANCE

Board members present:

Dennis Fulbright, President	Tim Ford Joe Hietter
Robert Stehli, Vice President	Sally Martyn Greg Miller
Bill Sachs, Treasurer	
Tom Molnar, Secretary	

Appointees and Guests:

Gladys Hill	Marsha Henkin
Tucker Hill	Jerry Lehman
Jerry Henkin	Bud Luers

At 10:10 a.m. President Dennis Fulbright welcomed everyone, and asked everyone to introduce themselves.

Minutes from the 102nd Annual Meeting as published in the 2011 Stakeholders' Report

Motion:

Moved by Tim Ford, seconded by Greg Miller that the minutes be approved as circulated.

Carried.

OLD BUSINESS

Board Action by E-mail

None

Secretary's Report

Tom Molar submitted his expense report of \$1,839.88 for Internet, UPS, office supplies and his expenses to attend the annual meeting in Utah. He listed his activities for the year including but not limited to: sending welcome letters and back issues of *The Nutshell* to new members, answering email requests (enlisting Tucker Hill's help with some of these), mailing NNGA information and brochures to people inquiring about NNGA, submitting minutes for the *Stakeholders' Report*, assisting in website content, submitting articles to *The Nutshell* and the *Annual Report*, and promoting the value of NNGA.

Treasurer's Report

Bill Sachs presented materials outlining Membership, Research Funds, Assets, Income, Expenses, Investments, and comparison graphs for Operating Income and Operating Surplus/Deficit, and Membership. Bob Stehli's wife prepared the tax return at a lower cost to NNGA this year which was much appreciated. Membership dropped from 682 in 2011 to 541 in 2012. 182 of these members are life and honorary members, which brings in no regular income for the NNGA. The 351 dues paying members are not raising enough to cover all the expenses. We need 550 dues paying members to balance the budget. The deficit for 2011 is \$5,000 which is better than the deficit for 2010 which was \$18,000. This year Bill predicts that it may only be \$2,000 to \$3,000. All investments are down. Bill reported that there is \$8,559.25 in monies available for Research Grants this year prior to the auction.

Bill requested that the operating investments should be less volatile in order to know what is available to spend. It was agreed that Bill should consult the Investment Advisory Committee chair, Jerry Lehman for some suggestions in this regard.

Motion:

Joe Hietter moved the acceptance of the treasurer's report. It was seconded by Bob Stehli.

Carried.

Membership Enhancement Campaign

Bob Stehli reported the results of the two trial campaigns. The free membership offer through nurseries when a person purchases a nut tree brought in 408 new members but only 45 have renewed. This did not cover the costs of sending out four *Nutshells* for free plus the promotional material distributed. It was felt that the program was successful but costly. Bill Sachs suggested some alternatives to try to see how they are received. Bob will try one physical *Nutshell/AR* and the rest digital copies and one with digital *Nutshell/ARs* only to test the responses.

The second campaign was done in Portage County, Ohio where Bob provided four free seedling chestnut trees to each person who purchased a new membership in NNGA. The seeds had been donated by Sandra Anagnostakis and Greg Miller. This campaign did not cost the association money and he sold almost 100 memberships but only three or four have renewed so far. This campaign cost Bob personally about \$2000 to raise the seedlings, which should be noted and Bob recognized for his contribution to the NNGA. He wanted to try again the following year and this time he has 5,000 hazelnut seeds from Tom Molnar and Troy Pabst planted. He suggested that new members would receive four seedlings if purchasing a joint membership in the NNGA and Ohio NGA for \$45 but would also agree to report on the resistance to blight (eastern filbert blight) of the seedlings. After one year Bob will send out an evaluation form and a membership renewal.

REPORTS AND RELATED ACTION

Annual Meeting Coordinator and Local Arrangements Committee

Postponed as Dr. Strang was not present at this time.

Meeting Site Committee Report

Jerry Lehman suggested that in 2013 we meet at Eagle Bluff, Minnesota with Phil Rutter in charge of arrangements. Dennis Fulbright stepped down as chair and Bob Stehli assumed the chair. A discussion followed.

Motion:

It was moved by Joe Hietter and seconded by Bob Stehli that we have the 104th Annual Meeting in Minnesota.

Motion Failed.

Discussion followed and it was agreed that Jerry Lehman would contact Shawn Mehlenbacher to see if Oregon State University could host the 104th meeting as was discussed as a possibility at a previous date. If Shawn Mehlenbacher is unable to host the meeting, Dennis Fulbright offered to host it in Michigan in 2013. Dennis Fulbright resumed the chair.

Research Grants Committee

Greg Miller reported that there were three very worthy proposals submitted and that the committee had not made up its mind at this time. He felt that we could afford only two given the money available. The research grants committee will determine the recipients after the auction so the total funds available are known. Their decision will be reported at the banquet portion of the business meeting.

Investment Advisory Committee

No report as no meeting was held.

Membership Director

No report.

Advertising Manager

No report.

Cultivar Inventory Coordinator

No report.

Librarian

Jerry Henkin submitted a written report noting that he filled 16 orders. He noted that there was \$1,987.50 left in the account. Jerry has changed his will to leave all nut related materials he has accumulated to the NNGA and has forwarded a copy of the will to Tom Molnar so that materials will not be lost. Jerry has worked diligently to make a library for NNGA and he was commended for his work by President Dennis Fulbright and Secretary Tom Molnar.

Annual Auction

No report.

Annual Report and Book Editor

Dennis Fulbright reported that he will get the backdated Annual Reports out as soon as possible even though some are very thin due to a lack of articles turned in. He has concerns about getting enough papers even in our current format. Much discussion followed. It was suggested that four papers per year minimum are needed with one per *Nutshell*. Four speakers will know ahead of the Annual Meeting that their topic must be published.

The Nutshell and Stakeholders' Report Editor

Bill Sachs thanked Karey Molnar for her work and for taking over. Bill is still doing the *Stakeholders' Report*.

Website Upgrade

Tucker Hill praised Marsha Henkin for the new web site. Marsha Henkin demonstrated the new web site and all its new features. Tucker asked to be removed as chair of the committee and Woody Longnecker has agreed to be the chair.

NEW BUSINESS

1. Joe Hietter video taped last year's meeting as he indicated he would. He also stated that the Ohio photos will be coming out in August.
2. Membership Application: It was agreed that there should be a box for checking if a member wants online *Nutshells* only to see how it is received. It was felt that in the future we will have to go to online only for regular membership and that those wanting a physical *Nutshell* will have to pay extra for them.

Meeting adjourned to email and conference call mode at 2:00 PM

Motion:

Moved by Tim Ford, seconded by Bill Sachs that the meeting be adjourned to email and conference call mode.

Carried.

Minutes graciously recorded by Sally Martyn for Tom Molnar, Secretary

Respectfully submitted,
Tom Molnar, Secretary

103rd Annual Meeting

Individual and Committee Reports

Auction and Exhibits Committee Report

The 103rd Annual Meeting of the Northern Nut Growers Association took place from Sunday, July 22 to Wednesday, July 25, 2012 at the University of Kentucky, at Lexington. It was an enjoyable learning experience for all those in attendance. We thank you for the part you played in this event. Because of your generous donation to our auction, we were able to raise \$2,509.51.

The Auction was a highlight of the meeting. Items were described by our capable volunteer auctioneer, Doug Hines, who often reminded buyers that their bid also went to support professionally evaluated NNGA research. The magic paid off and buyers were bidding above the regular price of the items. Those who also included auction items for our exhibit room had the benefit of additional exposure of their product.

All proceeds from the 16th Annual NNGA Auction will be used for direct support of Board approved research grants. Additional funds, if needed will come from the general funds and then from our Research Fund investments. To date, our auction has allowed our Research Fund investments to remain secure.

Thank you again for your participation in providing for the 16th Annual NNGA Auction. You have made the Auction and Exhibits part of our meeting a highlight for those in attendance.

Yours truly,

Ernie Grimo, Chairperson
Auction and Exhibits Committee

NNGA Library Report

July 1, 2011 to June 30, 2012

The current balance of the NNGA Library bank account with Apple Bank for Savings is 1,987.50. This amount is \$20.64 less than the balance from last year.

This year monies were received from the sale of current and past *Annual Reports*, the printed copies of the Index to *Annual Reports* from 1910 through 1975, and the CD discs of the updated A.R. Index from 1976 to the present; the charge for copying services; and from financial donations.

Expenditures include the purchase of new books for the library; shipping costs of NNGA publications to state/province organizations, which are used to acquaint potential members with our activities; mailing envelopes and copy paper; the repair to the copier (\$272.98); and a monthly charge of \$10.00 per month for the storage bin in my co-op, which houses 95% of the library's holdings.

The remaining 5% of the NNGA Library's holdings are stored in a large filing cabinet in my apartment. These include a complete set of *Annual Reports*, copies of *The Nutshell*, copies of frequently requested books, and NNGA Library records.

This year, I changed my will to indicate that all NNGA materials will revert to the organization upon my death. A copy of the will has been sent to Tom Molnar, NNGA Secretary.

Tom Molnar has also been added as a co-signor of the NNGA Library bank account at Apple Bank, adding his name to Tucker Hill's and mine as parties who can transact business with this account.

This past year I filled a total of 16 orders from the NNGA Library. I regularly correspond with individuals or organizations regard-

ing nut growing and NNGA Library offerings.

Prof. Kourosh Vahdati, from Iran, Fernando Roves, from Uruguay, and Dr. Alexandra Costa, from Portugal have made research papers, magazines, and agricultural reports relating nut tree culture from their native countries available to the NNGA Library. Several members have requested copies of these materials.

The largest order this year came from the Noble Foundation in Oklahoma for *Annual Reports*. Dr. Charles Rohla, Assistant Professor at the Noble Foundation, who gave a presentation at our meeting last year, has expressed a willingness to host an NNGA Annual meeting in the future, with a focus on pecan.

Frank Salzano arranged to look through the books, *Annual Reports* and copies of *The Nutshell* at my house this year. He copied articles and excerpts from books. Mr. Salzano has taught a course on agroforestry in Appalachia and has published an article in *Permaculture Activist* on chestnuts, citing the NNGA sources and giving credit to our organization. He will offer a presentation on his activities at this year's meeting.

Here is a list of my goals for the coming year:

- purchase additional books that would be useful to our members
- complete the physical inventory of all books, magazines, DVD's, and magazines from state and other non-profit agricultural organizations
- update this information on the NNGA web site list
- coordinate the proofreading of additional NNGA Annual Reports with Project Gutenberg
- coordinate a sharing of information on library holdings and services with the Nafex Librarian, John Hillbrand
- find out which institutions and individuals have a complete set of Annual Reports and a library of books on nuts

- distribute copies of *Annual Reports* and *Nutshells* for membership promotion to state and province organizations

Respectfully submitted,

Jerry Henkin
 NNGA Librarian
 501 Riverdale Avenue (4J)
 Yonkers, NY 10705
 USA
 (914) 423-7458

NNGA Research Grant Report 2012

The research grant committee received three grant proposals this year and selected two for funding:

“Chestnut Weevil Monitoring: Developing a Comprehensive Strategy for Pest Management,” by Bruce Barrett and W. Terrell Stamps, University of Missouri (\$5,890).

This project is a continuation of previous work (not NNGA funded) on identification of particular volatiles produced by chestnut fruits, flowers, and leaves that attract adult chestnut weevils. Specifically, this project will evaluate the behavioral response and physiological antennae response to these identified volatiles, as well as possible sex pheromones. Since chestnut weevils are attracted to developing chestnuts and to mates through “smells,” a better understanding of the particular chemicals and doses will aid in pest monitoring and control.

“Recruitment of Natural Enemies Mitigates Impacts of the Asian Chestnut Gall Wasp,” by Lynne Rieske-Kinney, University of Kentucky (\$5,555).

The objective of this project is to gain a better understanding of the natural enemies of

Asian chestnut gall wasps. There are several species of wasps which parasitize and kill gall wasps, but the larvae of these parasitoids cannot be identified visually. Consequently, this project will employ DNA techniques to identify the species. This will allow more precise surveys of parasitoids and their parasitization rates which will ultimately help to better manage the biological control of this introduced pest. The NNGA has supported Lynne’s gall-wasp research in the past and she has regularly reported on her work at Annual Meetings.

Both of these projects are continuations of previous work and have substantial support from non-NNGA funds. These projects will generate information that is valuable to chestnut growers. Thus, the NNGA is fostering the continued growth of the chestnut industry in North America. This year’s funded projects once again represent good value for the NNGA’s research dollars.

Greg Miller

Secretary’s Report

To: Bill Sachs, Treasurer
 From: Tom Molnar, Secretary
 Cc: NNGA Board
 Re: Secretary’s expenses for 1 July, 2011 to 30 June, 2012
 Date: 22 July, 2012

Expenses incurred on NNGA credit card

Item	Expenditure
Verizon Internet (11 months @ \$60.07 per month. June 2011 Verizon service was covered with personal funds due to the credit limit on the account.)\$661.62
Mailing USPS and office supplies.....	\$45.97
2011 NNGA Annual Meeting expenses	\$826.78

Cash reimbursement

2011 NNGA Annual Meeting expenses\$305.51

Total Secretary Expenditures: \$1,839.88

Some secretary activities for this past year included, but are not limited to: 1) sending welcome letters and back-issues of *The Nutshell* to new NNGA members and those that renewed late in the year; 2) abundant email correspondence with NNGA members, people interested in the organization, or the general public with specific nut related questions; 3) mailing NNGA information to those who inquire, including brochures and back issues of *The Nutshell*; 4) Submitting minutes of the NNGA Board meeting and Business meeting and assisting in obtaining committee reports for the *Stakeholders' Report*; 5) assisting in website related content/link sharing/etc.; 6) Compiling NNGA Board email business; 7) contributing to *The Nutshell* and *Annual Report* by submitting articles and soliciting articles of value and interest from others; 8) promoting the NNGA and the value of its membership to potential members.

Annual Sales and Shipping Report

July 1, 2011 to July 12, 2012

Book sales for the year are summarized in the table below:

	Number Mailed	Inventory Remaining
A Guide	31	697
Hazels	24	1403
Cookbooks	22	131

Guides. Three more Guides were mailed in the current year than in 2011.

Hazels. On 5-11-2000, 200 hardcover copies of "THE HAZEL TREE" were ordered. By April 26, 2007, all the hardcover copies had been sold.

Twelve more Hazels were mailed in the current year than in 2011 of which 10 were ordered by Raintree Nursery in Morton, Washington. Raintree has purchased books in bulk at least since 2008. The books are advertised in their annual catalog and sold by them.

Cookbooks. Two hundred books were printed in 2009 at a cost of \$1,392. Sally Martyn gave an additional 19 from her initial printing for an initial inventory of 219 books on July 30, 2009. Complimentary copies are mailed to editors for review, and to businesses or individuals to encourage bulk orders.

Nutwear. Items in inventory are available for purchase at the annual meeting and on the web. Shipping cost is saved by purchases at the annual meeting as a perk for those attending. New in a limited number (8) for the 2012 meeting are two styles of straw hat with the NNGA logo band. The straw hats are for annual meeting sale only.

A supply of 27 Forest Green and 24 Burgundy NNGA logo tee shirts is available at the annual meeting with items not sold returned to inventory. The supply includes XL and 2XL shirts. The Large child shirt and Small adult shirt are the same. Also available are 8 Aussie hats, 15 khaki ball caps plus 1 blue ball cap, and 3 flap back caps.

Nutware mailings for the year included two back flap caps, 10 tee shirts, 7 Aussie hats, and one pastel cap. Minimal clothing inventory is maintained since the imaging business is local.

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103rd Business Meeting Minutes

Northern Nut Growers Association, Inc.
University of Kentucky, Lexington, KY
Monday, 23 July 2012 and Tuesday, 24 July, 2012

Monday, 23 July, 2012

President Dennis Fulbright called the meeting to order at 10:00 AM.

Minutes of the 102nd Annual Business Meeting

Motion:

Moved by Tucker Hill, seconded by Tim Ford that the 102nd Annual Business Meeting minutes be accepted as published in the *2011 Stakeholders' Report*.

Carried.

Secretary's Report

Tom Molar submitted his expense report of \$1,839.88 for Internet, UPS, office supplies, and his costs to attend the annual meeting in Utah. He listed his activities for the year including but not limited to: sending welcome letters and back issues of *The Nutshell* to new members, answering email requests (enlisting Tucker Hill's help with some of these), mailing NNGA information and brochures to people inquiring about NNGA, submitting minutes to the *Stakeholders' Report*, assisting in website content, submitting articles to *The Nutshell* and the *Annual Report*, and promoting the value of NNGA.

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honorary members, which brings in no regular income for the NNGA. The 351 dues paying members are not raising enough to cover all the expenses. We need 550 dues paying members to balance the budget. The deficit for 2011 is \$5,000 which is better than the deficit for 2010 which was \$18,000. This year Bill predicts that it may only be \$2,000 to \$3,000. All investments are down. Bill reported that there is \$8,559.25 available for the Research Grants this year prior to the auction.

Motion:

Moved by Ken Bauman, seconded by Jerry Henkin that the Treasurer's Report be accepted as presented.

Carried.

Meeting Site Committee Report

Jerry Lehman reported that 2013's meeting will likely be in Oregon but the dates are not yet known. Some concern was expressed about travelling that far after just being west last year.

Nominating Committee Report

Jerry Henkin presented the Nominating Committee's report. The slate of officers and directors nominated are:

President	Dennis Fulbright
Vice-President	Bob Stehli
Secretary	Tom Molnar
Treasurer	Bill Sachs
Director until 2015	Tucker Hill

He opened the floor for further nominations. Dennis Fulbright nominated Sally Martyn for Director. She was willing but felt there should be new people nominated as she had served

three terms already and would step down if others wished to serve. Joe Hietter was nominated for Director by Alan Van Antwerp. Joe also was willing but agreed he would step down if others wished to serve. The election will continue at the banquet.

Jerry Henkin asked for nominations for three year terms for the two positions vacant on the nominating committee. Ken Bauman was nominated by Bruce Bauman and he accepted. Tim Ford offered to serve and was accepted.

Motion:

Moved by Jerry Lehman, seconded by Tucker Hill that nominations for the Nominating Committee be closed.

Carried.

The nominees were elected to the Nominating Committee by acclamation. Nominating Committee membership for 2012 – 2013 is as follows:

Committee Member	Term Expires
Linda Grimo	2013
Tucker Hill	2013
Rodney Hart	2014
John Martyn	2014
Ken Bauman	2015
Tim Ford	2015

Membership Enhancement

Bob Stehli reported the results of the two trial campaigns. The free membership offer through nurseries when a person purchases a nut tree brought in 408 new members but only 45 have renewed. This did not cover the costs of sending out four *Nutshells* for free plus the promotional material distributed. It was felt that the program was successful but costly. Bill Sachs suggested some alternatives to try to see how they are received. Bob will try one physical *Nutshell* and the rest from the website and one with website *Nutshells* only to test the responses.

The second campaign was done in Portage County, Ohio where Bob provided four free seedling chestnut trees to each person who purchased a new membership in NNGA. The seeds had been donated by Sandra Anagnostakis and Greg Miller. This one did not cost the association money and he sold 95 memberships but only three or four have renewed so far. This did cost Bob about \$2,000 to raise the seedlings. He wanted to try again and this time he has 5,000 hazelnut seeds from Tom Molnar and Troy Pabst planted. He suggested that new members would receive four seedlings if purchasing a joint membership in NNGA and ONGA for \$45 but would also agree to report on the resistance to blight of the seedlings. After one year Bob will send out an evaluation form and a membership renewal.

Ken Bauman asked if any follow up was done to see why new members had not renewed. Bob Stehli will do a follow up.

It was also asked if annual meetings in the far west were detrimental to membership renewal.

New Business

Ernie Grimo suggested that meetings on campuses are often difficult for older members due to the distances between buildings. He suggested conference centers be considered.

The Business meeting was recessed until the Tuesday banquet

Meeting reconvened at the banquet on Tuesday, 23 July, 2012

President Dennis Fulbright reconvened the business meeting at the banquet.

Big Nut

Dennis Fulbright (the 2011 Big Nut) crowned Mario Mandujano as the 2012/2013 Big Nut.

Guest Speaker

Dr. Steve Isaacs entertained us with his stories from the hills of Kentucky and his life growing up in Jackson County.

Call to order of Business meeting

Annual Elections

Tim Ford, the new chairman of the nominating committee, ran the elections naming those proposed for each position and then opening the floor for more nominations.

President	Dennis Fulbright
Vice-President	Bob Stehli
Secretary	Tom Molnar
Treasurer	Bill Sachs
Directors until 2015	Joe Hietter Sally Martyn

President

There were no further nominations for the office of President.

Motion:

Moved by Ken Bauman and seconded by Sarah Peters that nominations for President be closed.

Carried.

Vice President

There were no further nominations for the office of President.

Motion:

Moved by Sarah Peters and seconded by Rodney Hart that nominations for Vice President be closed.

Carried.

Secretary

There were no further nominations for the office of Secretary.

Motion:

Moved by Tucker Hill and seconded by Rodney Hart that nominations for Secretary be closed.

Carried.

Treasurer

There were no further nominations for the office of Treasurer.

Motion:

Moved by Jerry Lehman and seconded by Ken Bauman that nominations for Treasurer be closed.

Carried.

Directors until 2015

Tucker Hill nominated John Brittain, Jerry Henkin nominated Jean Romero-Severenson. Sally Martyn and Joe Hietter withdrew.

Motion:

Moved by John Kelsey and seconded by Ken Bauman that nominations be closed.

Carried.

No election was needed and officers and directors were declared elected. The slate of officers and directors elected was:

President	Dennis Fulbright
Vice-President	Bob Stehli
Secretary	Tom Molnar
Treasurer	Bill Sachs
Directors until 2015	John Brittain Jean Romero-Severson

Auction Report

Bill Sachs announced that we made \$2,509.51 for research through the auction this year and Rose Powell had \$1,054.00 in sales

of clothing and books this meeting. Bill also thanked the Kentucky group for all their hard work with the auction.

Roll Call of States and Countries

The roster of states and countries was read by Bill Nash and Dennis Fulbright.

Research Grant Report

Greg Miller reported that two grants were being awarded as we have a total of \$11,000 to give out. Grants were awarded for “Chestnut Weevil Monitoring: Developing a Comprehensive Strategy for Pest Management,” by Bruce Barrett and W. Terrell Stamps, University of Missouri and “Recruitment of Natural Enemies Mitigates Impacts of the Asian Chestnut Gall Wasp,” by Lynne Rieske-Kinney, University of Kentucky.

Awards

Greg Miller presented the awards on behalf of the committee.

Merit Award: Dr. Dennis Fulbright

Service Award: Dr. Sandra Anagnostakis

Concluding Remarks

Dennis Fulbright thanked Dr. John Strang and the Kentucky group for all their hard work making this a great meeting.

Adjournment

Dennis Fulbright declared the meeting adjourned and that it would reconvene in Oregon in 2013.

Minutes recorded by Sally Martyn.

Respectfully submitted,
Tom Molnar, Secretary

Annual Sales, continued from page 15

Thanks are extended to Alan and Leah Van Antwerp for handling the direct sales and taking orders for direct mailing at the Utah meeting.

Contacts via the NNGA website and academic studies abroad increases the awareness of NNGA worldwide. Mailings were made to

nine new states this year. Ontario, Nova Scotia, and British Columbia, Canada were mailed items as were Italy, Sweden and Romania.

Respectfully submitted,
Rose Powell

CONSTITUTION OF THE NORTHERN NUT GROWERS ASSOCIATION, INC.

As amended 1 August, 2005 and 13 August, 2007

NAME

Article 1. The name of the corporation is **the Northern Nut Growers Association, Incorporated**, hereinafter referred to as the “Association.” The Association is incorporated as a non-profit corporation under the provisions of the District of Columbia Non-Profit Corporation Act.

PURPOSES

Article 2. The purposes of the Association shall be to promote interest in the nut bearing plants; scientific research in their breeding and culture; standardization of cultivar names; the dissemination of information concerning the above and such other purposes as may advance the culture of nut bearing plants, particularly in the North Temperate Zone.

MEMBERS

Article 3. Membership in the Association shall be open to all persons interested in supporting the purposes of the Association. Classes of members are as follows: Individual members, Family members, Contributing members, Sustaining members, Life members, and Honorary members. Applications for membership in the Association shall be presented to the Secretary, the Treasurer, or the Membership Director, accompanied by the required dues.

ELECTED OFFICERS

Article 4. The elected officers of this Association shall consist of a President, a Vice President, a Secretary, and a Treasurer.

BOARD OF DIRECTORS

Article 5. The Board of Directors shall consist of eleven members of the Association: the four elected officers of the Association, the preceding elected president of the Association, and six members elected at large. If the preceding elected president is unable to serve, her or his elected predecessor shall serve on the Board of Directors.

APPOINTED OFFICERS

Article 6. The Editor of the *Annual Report of the Northern Nut Growers Association*, the Editor of *The Nutshell*, the Membership Director, the Librarian, the Cultivar Inventory Coordinator, the Sales Coordinator and the Annual Meeting Coordinator (when needed) shall be appointees.

PROVISIONS FOR NON-PROFIT INCORPORATION

Article 7. Said Association is organized under Section 501(c)(3) of the Internal Revenue Code which is defined as associations organized for charitable, religious, educational and/or scientific purposes, including for such purposes, the making of distributions to organizations that qualify as exempt organizations under Section 501(c)(3) of the Internal Revenue Code or corresponding section of any future federal tax code.

NON-COMPENSATION

Article 8. No part of the net earnings of the Association shall inure to the benefit of, or be distributable to its members, members of the Board of Directors, officers, or other private persons, except that the Association shall be authorized and empowered to pay reasonable compensation for services rendered and to make payments and distributions in furtherance of the purposes set forth in the purpose clause hereof. No substantial part of the activities of the Association shall be carrying on of propaganda, or otherwise attempting to influence legislation, and the Association shall not participate in, or intervene in (including the publishing or distribution of statements) any political campaign on behalf of any candidate for public office. Notwithstanding any provision of this document, the Association shall not carry on any other activities not permitted to be carried on (a) by an organization exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code or corresponding section of any future federal tax code, or (b) by an organization, contributions to which are deductible under Section 170(c)(2) of the Internal Revenue Code or corresponding section of any future federal tax code.

DISSOLUTION

Article 9. Upon the dissolution of the Association, assets shall be distributed for one or more exempt purposes within the meaning of Section 501(c)(3) of the Internal Revenue Code or corresponding section of any future federal tax code or shall be distributed to the federal government or to a state or local government for public purpose. Any such assets not disposed of shall be disposed of by the Court of Common Pleas of the county in which the principal office of the Association is then located, exclusively for such purposes or to such organization or organizations, as said Court shall determine, which are organized and operated exclusively for such purposes.

AMENDMENTS TO THE CONSTITUTION

Article 10. This constitution may be amended by a two-thirds vote of members present at any annual meeting, notice of such amendment having been read at the previous annual meeting, or copy of the proposed amendments having been mailed by the Secretary, or by any member to each member thirty days before the date of the annual meeting.

BYLAWS OF THE NORTHERN NUT GROWERS ASSOCIATION, INC.

As amended 1 August, 2005, 13 August, 2007, 12 August, 2008 and 19 July, 2010

SECTION 1. MEMBERSHIP

Article 1. Individual Member. The Individual member shall be any person interested in the purposes of the Northern Nut Growers Association who pays annual dues. The Individual member shall be a full voting member of the Association and receive a copy of the Association's annual report and newsletter. Annual dues for the Individual member shall be determined by the Board of Directors.

Article 2. Family Members. Family members shall be any two members of a household who are interested in the purposes of the Northern Nut Growers Association and who pay annual dues. Both Family members shall be full voting members of the Association. A single copy of the Association's annual report and newsletter shall be sent to Family members. Annual dues for Family membership shall be determined by the Board of Directors and shall be no less than \$5.00 more than the annual dues of the Individual member.

Article 3. Contributing Member. The Contributing member shall be any person interested in the purposes of the Northern Nut Growers Association and who wishes to provide additional financial support to further the activities of the Association. The Contributing member shall be a full voting member of the Association and receive a copy of the Association's annual report and newsletter. Annual dues for Contributing membership shall be determined by the Board of Directors and shall be not less than \$10.00 more than the annual dues of the Individual member.

Article 4. Sustaining Member. The Sustaining member shall be any person interested in the purposes of the Northern Nut Growers Association and who wishes to provide additional financial support to further the activities of the Association. The Sustaining member shall be a full voting member of the Association and receive a copy of the Association's annual report and newsletter. Annual dues for Sustaining membership shall be determined by the Board of Directors and shall be not less than \$20.00 more than the annual dues of the Individual member.

Article 5. Life Member. The Life member shall be any person interested in the purposes of the Northern Nut Growers Association and who purchases a lifetime membership in the Association. Life members may purchase at the basic, bronze, silver or gold level and may upgrade to a higher level at any time they choose to financially assist the association. After purchasing lifetime membership, the Life member shall pay no annual dues. The cost of lifetime membership shall be determined by the Board of Directors. The Life member shall be a full voting member of the Association and receive a copy of the Association's annual report and newsletter.

Article 6. Honorary Member. The Association may elect any person an Honorary member in recognition of their achievements and contributions to the Association. The Honorary members shall be a full voting member of the Association and receive a copy of the Association's annual report and newsletter. The Honorary member shall pay no annual dues.

SECTION 2. DUTIES OF OFFICERS

Article 1. President. The President shall preside at all meetings of the Association and Board of Directors, and may call meetings of the Board of Directors when he or she believes it to be in the best interests of the Association. The President shall appoint a recorder for the Director's and Annual Meetings. The President shall appoint the standing committees, except the Nominating committee and the Awards Committee; such special committees as the Association may authorize, and the Editor of *The Nutshell*. The President shall keep the Vice President fully informed of her or his activities so that the Vice President could assume the duties of the President if necessary.

The President shall investigate the status of any possibly inactive officer, director, or appointed position and shall report the findings to the Board of Directors for consideration of agreement on any positions found to be apparently vacant. He or she shall appoint members to temporarily fill the vacancies when deemed advisable and reasonably possible, and shall report the officer and director vacancies to the chair of the Nominating Committee so they can present candidates for the next election.

Article 2. Vice President. The Vice President shall do all in her or his power to gain as much knowledge of the Association as possible and to prepare herself or himself for the presidency. In the absence of the President, the Vice President shall perform the duties of the President.

Article 3. Secretary. The Secretary shall be the active executive officer of the Association. He or she shall conduct the correspondence relating to the Association's interests, assist in obtaining memberships, actively forward the interests of the Association, report her or his yearly Association activities at Annual Meeting and provide special reports to the meetings of the Board of Directors as they may request.

Article 4. Treasurer. The Treasurer shall receive and record memberships, receive and account for all moneys of the Association, and shall pay all bills approved by the President or the Secretary. He or she shall give such security as the Board of Directors may require or may legally be required, shall invest life memberships or other funds as the Board of Directors may direct--subject to the legal restrictions and in accordance with the law, and shall submit a verified account of receipts and disbursements to the Annual Meeting and such current accounts as the Board of Directors may from time to time require. Before the final business session of the Annual Meeting of the Association, the accounts of the Treasurer shall be submitted for examination to the Auditing committee.

SECTION 3. DUTIES OF DIRECTORS

Article 1. Board of Directors. The Board of Directors shall manage the affairs of the association during and between meetings. One member of the Board of Directors shall be responsible for coordinating solicitation of donations. One member of the Board of Directors shall head a committee to advise the Treasurer on investment of the Association's funds. For a Board of Directors meeting, four members, including at least two elected officers, shall be considered a quorum.

SECTION 4. DUTIES OF APPOINTEES

Article 1. Committee Chairpersons. Each Committee Chairperson shall generate an annual report presenting the committee's goals and objectives and a summary of the committee's achievements. Said report to be submitted to the Secretary who will secure its publication for the membership.

Article 2. Cultivar Inventory Chairpersons. Each Cultivar Inventory Chairperson shall develop and maintain a database of cultivar information for the assigned species or genus. An up-to-date copy of the database will be provided to the Cultivar Inventory Coordinator at least two months prior to the Annual Meeting.

Article 3. Cultivar Inventory Coordinator. The Cultivar Inventory Coordinator shall maintain a master copy of all Cultivar Inventory data generated by the Cultivar Inventory Committees and make it available at each Annual Meeting or as the Association may direct.

Article 4. Editor of the *Annual Report of the N. N. G. A.* The Editor of the *Annual Report* shall edit and publish a report each year for the educational benefit of members of the Association. The Editor shall solicit, collect, and edit manuscripts concerning the culture of nut crops for publication in the *Annual Report*. The Editor will consider all papers presented at the Annual Meeting for inclusion in the *Annual Report*.

Article 5. Editor of *The Nutshell*. The Editor of *The Nutshell*, the Association's newsletter, shall edit and publish such educational information as will further the purposes of the Association. The editor of *The Nutshell* shall edit and publish news of the Association and business of the Association as an *Annual Stakeholders Report*. The Board of Directors shall approve the frequency of publication of the newsletter.

Article 6. Librarian. The Librarian shall acquire, preserve, organize, and distribute informational material deemed either of historic or of practical value to the Association, including backup copies of minutes, policies, and other documents that are important to the continuity of the Association.

Article 7. Membership Director. The Membership Director shall assist the Treasurer and the Secretary in matters related to services to members.

Article 8. Sales Coordinator. The Sales Coordinator shall assist the Treasurer in matters related to sales of NNGA books and other items.

Article 9. Annual Meeting Coordinator. The Annual Meeting Coordinator shall oversee the development of each annual meeting.

Article 10. Diligence of Appointees. Appointees shall be diligent in performing their respective duties and should make every effort to be available to the Board of Directors at meetings. Any appointee who finds herself or himself unable to perform her or his duties shall promptly notify the President.

SECTION 5. ELECTIONS

Article 1. Terms. The Officers shall be elected at the Annual Meeting and hold office for one year beginning immediately following the close of the Annual Meeting. The at-large members of the Board of Directors shall hold office for three years beginning immediately following the close of the Annual Meeting at which each is elected. The Association shall elect two at-large members to the Board of Directors annually one of which will be placed in nomination by the Nominating Committee and one will be placed in nomination by the membership at large.

Article 2. Nominations. The Nominating committee consists of six members elected by the Association. Each member of the Nominating Committee shall serve a three-year term. The Association shall elect two new members to the committee each year to replace retiring members. At the first session of the Business Meeting each year nominations for these members will come from the floor. The election of the new members of the Nominating committee will take place at the conclusion of this first session of the Business Meeting.

The Nominating committee shall also present a slate of officers and one director at the first session of the Business Meeting. The election of officers and directors shall take place at the closing session of the Business Meeting at the Banquet. Nominations for any office may be presented from the floor at the time the slate is presented at the first session of the Business Meeting or immediately preceding the election at the Banquet. The slate shall be submitted to the Editor of *The Nutshell* by 1 May for inclusion in the June issue.

Article 3. A quorum at a regularly called Annual Meeting shall be fifteen members and must include at least two of the elected officers.

Article 4. All full voting members shall be eligible to vote and hold office.

SECTION 6. FINANCIAL AFFAIRS

Article 1. Fiscal Year. The fiscal year of the Association shall extend from 1 October through the following 30 September. All annual memberships shall begin 1 January.

Article 2. Delinquent Members. All dues-paying members whose dues have not been paid by 1 January shall be delinquent members. Notices of non-payment of dues shall be mailed to delinquent members on or about 1 March by the Membership Director. The names of all delinquent members shall be dropped from the rolls of the Association on 1 April.

Article 3. Benefits. The *Annual Report of the N.N.G.A.* and *The Nutshell* shall be sent to only full voting members for the current year. Members who are delinquent on 1 April will not be entitled to receive the Association publications or other benefits of the Association until dues are paid.

Article 4. Life Membership Funds. Life membership contributions at the basic level will be placed in the investment fund. All additional Life Membership funds above the basic level will be placed in the general fund of the Association.

SECTION 7. MEETINGS

Article 1. Annual Meeting. The Association shall hold an annual meeting for the educational benefit of its members and for the purpose of conducting the business of the Association. The Annual Meeting shall be open to the general public and attendance by non-members shall be encouraged.

Article 2. Meeting Site Committee. The location and date for the Annual Meeting shall be chosen by the Board of Directors upon advisement by the Meeting Site Committee. Meeting locations and dates should be determined no less than three years in advance.

SECTION 8. PUBLICATIONS

Article 1. Annual Report and The Nutshell. The Association shall publish an *Annual Report* each fiscal year, a periodic newsletter called *The Nutshell*, and such other publications with formats and publication schedules as authorized by the Board of Directors.

Article 2. Responsibility. All NNGA publications shall be the responsibility of the Publications committee.

SECTION 9. AWARDS

Article 1. Merit and Service. The Association may provide suitable awards for outstanding contributions to the cultivation of nut-bearing plants, suitable recognition for meritorious exhibits, and suitable recognition for service to the Association as may be appropriate. The Awards Committee shall be chaired by the most recent past president, who will appoint three additional past presidents or officers to serve as members.

Article 2. Honorary Members. The Awards Committee shall recommend members for Honorary membership and shall also recommend members for the highest honorary membership, Dean of the NNGA. These recommendations should be voted-on by the membership at the annual meeting.

Article 3. Big Nut. The Big Nut is to be perpetuated by the current Big Nut whose honor and sole privilege it is to crown her or his successor at the Annual Banquet. The Big Nut reigns for one year and may be seen wearing the Big Nut crown and necklace at any Annual Meeting event but in particular at the Annual Banquet. Should the Big Nut die in office, the previous Big Nut will name a second successor.

SECTION 10. COMMITTEES

Article 1. Standing Committees. As soon as practical after the Annual Meeting of the Association, the President shall appoint the following standing committees: Auction and Exhibits, Auditing, Evaluation of Research Proposals, Investment Advisory, Local Arrangements, Meeting Site, Meeting Speakers, New Member Host, and Publications. The President shall also appoint a Cultivar Inventory Committee for each genus or species of nut bearing plant that the Association may direct. The President may delegate the appointment of the Cultivar Inventory Committees to the Cultivar Inventory Coordinator.

Notes, continued from page 8

cruited by Bob Stehli at a chestnut seedling giveaway in collaboration with the Portage County Soil and Water Department in Ohio. The increase in non-renewing members in 2012 probably resulted from the dues increase last year from \$25 to \$40.

If our dues-paying membership remains stable or increases, we should see continued improvement in our financial position in 2013 because of the anticipated decrease in the number of complimentary copies of *The Nutshell* needed for our 2013 membership recruiting campaign. As a rough guideline, NNGA needs approximately 600 dues-paying members to achieve a small annual operating surplus.

Respectfully submitted,

Bill Sachs

Officers, Directors and Appointees of the Northern Nut Growers Association, Inc.

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