



Ryan Liberty, President
 Matt Quinn, Vice President
 Joanne Bond, Exec. Secretary/Treas.
 Dugald Kell Jr, Newsletter Editor

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October 2023, Issue #273

Greetings from our President

Ryan Liberty

Greetings MCTA Members!

As the autumn leaves begin to fall and the air temperatures tumble, I find my anxieties about going into my first year of selling Christmas trees rapidly rising! Although technically Colleen and I sold one tree last year (her boss insisted on being our first customer), I suspect things will be a bit different this year as we officially open our doors to the greater public. With a little over a month before we kickoff our inaugural season, we find ourselves second guessing all the things that I suspect many of you seasoned growers now take for granted: Will we have enough parking? Are we priced too high? Are we priced too low? Should we have wreaths and other ancillary gift items for sale in our first year? Should we invest in a shaker? How about a tree drill? What will we use for a POS system? The list goes on, and on, and on. And most terrifying of all... Will anybody even like our Christmas trees?!!! I look forward to letting you all know how Colleen and I made out when we get together for our next winter meeting at the Maine Agricultural Trade Show on January 9th.

Speaking of the winter meeting, your vice president, Matt Quinn, and I will be busy over the next few months putting together an agenda that I think growers of all sizes will find valuable. These meetings are an important way for farmers within our organization to stay on top of industry developments, collaborate with fellow growers, and to offer assistance and mentorship to new growers. Please hi-light January 9th in your calendars for a fun, educational and overall rewarding day.

In terms of recent MCTA news, I've received countless positive reviews from those that attended this year's fall meeting at Piper Mountain and Nutkin Knoll Christmas tree farms. We had a nice balance of field and inside speaker presentations that brought lots of terrific insights and questions. Many thanks to Matt Quinn for all the work that he put into organizing this, and for Molly and Jesse Jimerson, and Nancy and Len Price for hosting. Thank you!

This year's Fryeburg Fair exhibit was an incredible success. Again, these things just don't happen without lots of effort going into planning and organizing. Many thanks to Melba and Gary Fisher for their leadership as the Fryeburg Fair Christmas Tree Exhibit superintendents. The culmination of that event will be the presentation at the Blaine House of the Blaine House Christmas trees and wreaths by the People's Choice top vote getting farms on Nov 27th. Congratulations to all the winners!

Lastly, we were still 19 trees short of our 300-tree goal for Trees For Troops (TFT). If you haven't already done so, please consider reaching out to TFT committee chair, Rob Mulvey (207-592-0593) to commit trees from your own farm, or possibly purchasing one from his wholesale stock at \$35 each.

Wishing you all a productive and profitable holiday season!

All the best,

Ryan Liberty, 2023-2024 MCTA President



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SECRETARY'S CORNER

Joanne Bond

I hope this newsletter finds everyone well and thriving. Not much to report...the Association as a whole is doing quite well. The membership is holding at around 145 members and our bottom line is still healthy at \$56,914.90.

Just a reminder, if you have any trees available, let me know because I have a list of customers waiting to buy them.

Both the fall meeting at Piper Mountain/Nutkin Knoll and the Fryeburg Fair were a great success this year. Thanks to the hard work of our President Ryan Liberty, Vice President Matt Quinn and our new Superintendents at the Fryeburg Fair building and lot, Gary and Melba Fisher.

I'm sure you all will have a wonderful Christmas season with the big demand for both trees and wreaths etc... That is out there. Well, take care and if you have any questions, feel free to call me at 793-4658 or e-mail bondjoanne1947@gmail.com.

Thank you,

Joanne Bond
Executive Secretary/Treasurer



The Trees For Troops (TFT)

Rob Mulvey

The Trees For Troops (TFT) committee has been working hard to get to their committed goal of 300 trees for this year's donation. As of yesterday, Rob and Tammie Mulvey are only 11 trees short. The specific ship out date and address of the drop off point will be emailed to membership once confirmed. They received several hundred dollars in donations at the Fryeburg Fair which will be going toward the purchase of trees to meet our goal. If anyone would like to donate a tree but don't have any extras on their farm, they can purchase one from Rob and Tammy for \$35. His phone number is 207-592-0593.

The committee is also working on an initiative with the Maine Department of Corrections in a Christmas tree production mentorship program for the facility residents with a goal of eventually providing the trees exclusively for TFT. The first 500 seedlings have been ordered and will be planted in the spring of 2024.

Minutes of the Spring 2023 Board of Directors Meeting

Heidi Watson

Sunday, September 10, 2023 – Ryan Liberty called the meeting to order at 4:20 pm

Roll Call – Present: Calvin Luther, Jim Corliss, Matt Quinn, Matt Lacasce, Ryan Liberty, Heidi Watson, Joanne Bond (Secretary and Treasurer) and Gary Fisher (arrived a few minutes late).

Guests – Rob Mulvey (Trees for Troops Committee)

Not present – Lee Skillin, Margaret Schmidt, and Dugald Kell

Joanne Bond questioned Margaret Schmidt being a board member. We remove board members after they miss three meetings. Ryan Liberty: How rigid have we been holding to the bylaws? Since I've been here, not very well. Joanne: If you have an association, you must go by the bylaws. Calvin: It's not an excuse not to do our job. He agreed with Joanne.

R. Liberty asked for a motion to remove Margaret Schmidt from the Board of Directors because of lack of attendance. M. Lacasce made the motion to dismiss Margaret Schmidt from the Board of Directors. Seconded by Calvin Luther. No discussion. The motion passed with five in favor and one opposed.

Approval of the minutes from the March Meeting. Motion made by Calvin to accept the minutes from the March meeting minutes. Seconded by Matt Lacasce. Passed by unanimously.

Treasurer's & Secretary's Report – Joanne prefaced her report by saying that there will be soon be changes to the accounts as she will be making a big deposit from meeting registrations and receipts to reimburse as well. We will need to remove people who have not renewed memberships from the MCTA member list after this meeting. She will give them a last-ditch effort by providing a phone call before we delete them.

Heidi asked what the bylaws stated on removing members for not paying dues and when it was to take place. Joanne said after the annual meeting, which is the fall meeting. Ryan noted that we need to follow the bylaws. Joanne has a handful of hats to sell for \$10. Gave Ryan a round of applause for a great event. Ryan explained it mainly was the Vice President.

Joanne said that she found an agreement (with Downey) that she believed needed a signature. Ryan believed that it was done last year. Ryan read the letter and asked if anyone had an issue with the letter. We need to contact Downey regarding where their transplants can be planted. Calvin stated that if it caused any problems with the Board, we should ask to modify it. At this point, Downey doesn't produce enough transplants for all the members to get what they want, so we don't have to worry about that now. Ryan stated that in a few years, that could change. Ryan will follow up with Larry Downey. Calvin explained that the whole concept of selling to someone else comes from the desire of Maine Christmas Tree Growers not to have others competing with them. Calvin doesn't think it's a problem anymore.

Committee Reports –

NCTA – (Dugald was not in attendance as he and his wife were celebrating their 40th anniversary). Matt & Ryan will get a report to the NCTA to be published by October 1st.

AGCOM – Gary Fisher said members should look on our website under News, and everything is on there. There are no highlights; they mostly talk about food. He's been asked why we are there, and he responds to keep a pulse on the association, so they know we exist.

Nominating Committee – Jim Corliss said that Margaret Schmidt was mistakenly voted in as recording secretary. Ryan asked if we needed to do anything with that. Jim said that we voted her off the board and we didn't need to do anything else. Jim stated that the recording secretary wasn't in the bylaws.

Two new Directors elected on September 9, 2023: Lowell Freiman and Tom McNeil, both with 3-year terms that begin Jan. 1, 2024.

Minutes of the Spring 2023 Board of Directors Meeting (cont'd.)

Heidi Watson

Matt Lacasce was elected on September 9, 2023, as National Christmas Tree Association Director beginning January 1, 2024, as Dugald Kell retires from the NCTA Board having served since 2007 as the Maine Director, since 2015 on the Executive Committee, and as NCTA President for two years in 2020 and 2021.

Matt Quinn made a motion to remove Margaret as recording secretary. Calvin Luther seconded the motion. The motion passed unanimously.

Matt Quinn made a motion to make Heidi Watson the recording secretary. Calvin Luther seconded the motion. The motion passed unanimously.

Budget committee – Ryan Liberty reported; Consists of Ryan Liberty, Matt Quinn, Jim Corliss, Dugald Kell, and Heidi Watson. We met on August 30th via Google Meets. Dugald Kell was voted as chair of the budget committee. We discussed that it is required in the bylaws and that we establish the framework of our revenue and expenditures. The action items from the meeting were Matt & Ryan to compile a list of ideas for revenue, Dugald is going to contact Joanne for five years of history. Gary Fisher stated he would like to be on board.

Scholarship – Ryan Liberty reported that Len stated no applications yet. Balance of \$5,025.88 with more income coming from the Fryeburg fair.

Seed Orchard – Calvin will submit his report.

Marketing Committee – Big potential to mark at the Fryeburg Fair. We have 15 trees thus far. Legacy Interview with Max was a success and can be viewed on YouTube at this URL:

<https://youtu.be/j3qXVIpbgsU?si=M4RtDMf8KKxmETLL> (this link is on our Facebook page as well)

Jim Corliss will be the next to be interviewed. Ryan has been to the NH/VT meeting and the meeting at Downey Nursery in Quebec and plans to attend the meeting in Nova Scotia and the Growers Atlantic meeting in New Brunswick. Ryan mentioned a Brand review, essentially refreshing our logo to keep up with how we are perceived in the market, and maybe the current logo means a lot. Ryan suggested forming a committee to do the brand review in response to Heidi's question about how we do this in an organized manner.

Maine Farm Days – Ryan reached out to Dept. of Agriculture to get Tree farms more recognized during Maine Farm Days. Gary mentioned the Ornaments for Trees for Troops is an extensive marketing outlet as we are showing the public how we are helping and giving beyond our association. Matt said he would call Maine Coast Media and see if they could have an episode on Christmas Tree Farms.

Fryeburg Fair – Report by Gary Fisher: just getting trees there to hold our given space well. We would push to get more trees to come and wreaths.

Trees for Troops – Report by Rob Mulvey, we are at 230 trees, which makes us 70 short. We are putting a donation box at the Fryeburg Fair, which will be used to purchase trees. If you don't have trees to donate, you can buy them for \$35/tree. Also, Tammy made a sign of all the farms that donated last year, which will be at the Fryeburg Fair. And, beginning next year, we will start working with the Maine State Prison system to plant 500 trees a year on their property and teach the inmates how to care for them and use these trees for troops. Rob is taking the lead on this as well. Thank you, Rob, for taking the lead on this committee.

Ornaments for Troops – VFW has 3,000 ornaments made for next year already.

Website – Dugald has been managing, no update.

Old Business – None

New Business – Joanne commented on the meeting that 80 people in the two days is what it used to be like and that it is a positive change. Ryan asked about feedback, and Joanne said she heard from many the meeting was

Minutes of the Spring 2023 Board of Directors Meeting (cont'd.)

Heidi Watson

great. Gary suggested we do a survey online. Ryan brought up that the meal was one hour late, but that people seemed happy with the meal. Joanne disagreed; she said she heard some people didn't like the meal. Matt Quinn stated that we need quantifiable data to make a dispute on what people liked or didn't like. The cost of the catered meal was brought up, and explanations as to why they charged the amount they did. Clarification was given on this subject by Ryan and Matt Q. Ryan asked if we brought in more money than we put out for the meeting, and Joanne replied I hope so, but meetings are for education, not for profit. Joanne asked if she could oversee talking to the caterer. Matt and Ryan stated that was the Vice President's role. Gary suggested that we take the registered total and add a percentage. Calvin asked how much we had in our accounts total, which is \$60,000 plus, and suggested we stop discussing food that cost \$1,600 and move on. Heidi stated on meeting feedback that we needed more water and that the caterer kindly offered to get water for us as she knew exactly where to go and get back quickly, and she did just that!

Ryan is recommending that we hire an administration professional. He has been talking with a woman who works with the Maine Landowners Association, and her rate is \$40/hour. Max McCormick sent a letter of recommendation. This woman also wrote a letter to the Board, and Ryan read the letter to us. Heidi asked if she could make a motion to hire her; Ryan and Calvin stated we needed to iron out more details before we did that, and also Ryan would like more board members there to do so. Joanne stated that she was talking to someone else and that an administration professional had wiped them out. There was an explanation about this, and that we needed to have clear communication. Heidi noted that it's a great way to make our money work for us and that her rate is incredibly reasonable.

Matt made a motion to contact Mrs. Hicks for an interview pending approval of the budget committee. No second. The motion failed.

Clavin made a motion to contact Mrs. Hicks for an interview with the executive committee and then to the budget committee. No second. The motion failed.

Matt Quinn made a motion to set up an interview with Mrs. Hicks with the executive committee to see if they like her. If they like her, they will turn this information to the budget committee, and if the budget committee feels that it is appropriate to spend, they will pursue that action. Seconded by Heidi Watson. Discussion was held. Calvin suggests we vote on it with everybody at the January meeting. Gary suggests we keep everyone up to date and doesn't think we should wait until January. Roll Call – passed all in favor.

Matt Quinn – Motion to Adjourn. Seconded by Calvin Luther. Passed all in favor. The meeting Adjourned 5:45 pm.

Fall Meeting Recap

Matt Quinn

The MCTA 2023 Fall Meeting was a great time of learning, meeting new people and reconnecting with old friends. It was held at Piper Mountain Tree Farm in Newburgh, and new owners Jesse and Molly Jimerson welcomed us with open arms. Transplants from the West Coast, they have hit the ground running and have quickly become familiar and active faces in the MCTA. We are glad to welcome you to Maine!

One special moment of note was the recognition by the NCTA for the work done by former Piper Mountain Owners Jim and Norma Corliss. Past President of the NCTA, Dugald Kell Jr. presented this Lifetime Achievement award to thunderous applause. Jim's and Norma's 40-plus years of work has helped shape the Christmas Tree industry into what it is today.



Norma & Jim Corliss, recipients on September 9, 2023, of the NCTA Lifetime Achievement Award

Keynote Speakers included Dr. Richard Cowles, who waxed philosophical on the topic of tree pests. One of his lectures included a recipe for deer repellent. A lanolin mixture that he sprayed on the trees to keep those critters from snacking on the conifers.

Len Price hosted a field tour at his farm, Nutkin Knoll on Saturday, where he showed us his transplant beds and the MCTA progeny trees that he has on his farm. As always, he shared his thoughts on invasive weeds and how to control them.



Fall Meeting Recap (cont'd.)

Matt Quinn

Molly Jimerson shared her thoughts on value-added items for the farm, including Hipcamp (a website similar to AirBnB but for outdoorsy people), Piper Mountain's world-famous gift shop, and their thriving wreath business. It's all about the experience at Piper Mountain Tree Farm, and it is clear that we tree growers sell more than just trees during the holiday.

We continue to strive for a better meeting for our members. It is one of the most important benefits the MCTA provides. We welcome comments and ideas for future meetings.

Fryeburg Fair

Gary & Melba Fisher

Thursday, September 28th, began much the same as years past--cleaning out the Christmas tree exhibit booth as it always needs it. Dusting, wiping down, cleaning windows, screens, refrigerator and organizing. A minor change to the booth door, completed by Fair maintenance staff is really a complement to the building and will make the check-in process much smoother. The door was cut in half, making it a Dutch door so we can leave the bottom section closed and top open for checking in entries. The office check-in ladies did an excellent job with the new-to-them process of getting all the entries entered and tallied, and coordinating with the outside crews, who were receiving the entries and placing each one in the exhibit. It is with so much appreciation that we say thank you to all the volunteers that make the exhibit a huge success.

Saturday morning kicked off with a flurry of workers drilling, setting up trees in stands. There were 26 in all, not as many as we had hoped for, but they were some of the finest trees to be exhibited in as many years as we can remember. The wreath entries, decorated and undecorated, really made a huge impact on the exhibit, with 35 beautiful examples of New England craftsmanship. The judging started promptly at 1:00pm, finishing mid to late afternoon. Many thanks to four new judges, wreath judges Joy & Joanne along with new tree judges Rick & Calvin. A new and exciting feature that will be coming forward from this year's Fair was Ginny, from DownEast Magazine, who was on site with us for most of Saturday absorbing every facet of the exhibit and how it pertains to trees and wreaths being presented at Christmas time to the Governor, at the Blaine House "Governors Mansion" in Augusta. The December issue of DownEast magazine will feature the Christmas Tree exhibit at Fryeburg Fair. Try to get one if you can and tell your friends.

Sunday morning was cool and busy with fairgoers who were eager to vote for the "PEOPLES CHOICE" tree. This year we added a "Peoples Choice" for the wreaths, which brought new interest in the wreaths and our exhibit overall. Ryan was busy explaining how the Peoples Choice trees and wreaths are presented to the Governor in December at the Blaine House in Augusta, increasing visitors' interest in trees and wreaths. Sunday was a very good day with a large attendance at the Fair. Monday was equally busy with voting and many questions about the Christmas tree industry. Wreath demos held twice a day made for great energy in the exhibit and good seedling sales along with wreath supplies.

On Tuesday, the Grand Champion tree was placed on the stand along with the reserve Grand Champion. Respectively, Finestkind Tree Farms took Grand Champion, Peoples Choice and First Place - Balsam; Pleasant View Tree Farm took Reserve Grand Champion and First Place - Other Firs. Another good day at the Fair for all attendees and exhibitors. Many new helpers and volunteers at the booth this year gave new interest and energy to the exhibit and we so thank all of them.

The next few days things went well, just hot, but still had good attendance. We have not received the total attendance numbers as of this writing but will keep you updated. I'm sure they will be very good. Friday was great weather, good attendance, still very good interest in the wreath demos. Saturday was rainy and cool but all-in-all a very good day for sales and demos, and actually the best day we had overall. Sunday was clear and traffic was good throughout the Fair and the Christmas Tree exhibit. We cleaned up the exhibit by 6:00pm and went for a well deserved rest, a big thanks to Ryan for coming to help with the process.

Fryeburg Fair Tree & Wreath Contest Results

PINES

1. Finnegan's Fine Firs, Bethlehem, NH (White)
2. John Wagner, Swanville, ME (White)
3. Skillin's Greenhouse, Falmouth, ME (Scotch)
4. Pleasing Trees, Norridgewock, ME (White)

SPRUCES

1. Boiling Spring Tree Farm, Dayton, ME
2. Nutkin Knoll Tree Farm, Newburgh, ME (Meyer's)
3. Trees to Please, Norsidgewock, ME (White)
4. Finnegan's Fine Firs, Bethlehem, NH (White)

BALSAM FIRS

- | | |
|---|--|
| <ol style="list-style-type: none"> 1. Finest Kind, Dover Foxcroft, ME 2. Crooked Brook Farm, Wells, ME 3. Rob Mulvey, Pleasant View Farm, Hodgdon, ME 4. Bryan Mayo, Etna, ME | <ol style="list-style-type: none"> 5. Nutkin Knoll Tree Farm, Newburgh, ME 6. Trees to Please, Norridgewock, ME 7. Miles Finnegan, Finnegan's Fine Firs, Bethlehem, NH 8. Skillin's Greenhouse, Falmouth, ME |
|---|--|

ALL OTHER FIR SPECIES

- | | |
|--|--|
| <ol style="list-style-type: none"> 1. Pleasant View Tree Farm, Hodgdon, ME
(Fraser Fir) 2. Finest Kind, Dover Foxcroft, ME
(Korean X Subalpine) 3. Boiling Spring Tree Farm, Dayton
(Balsam X Fraser) 4. Trees to Please, Norridgewock, ME
(Fralsam) 5. Finnegan's Fine Firs, Bethlehem, NH
(Balsam X Fraser) | <ol style="list-style-type: none"> 6. Quinn's Tree Farm, Cornville ME
(Fraser Fir) 7. Bragdon's Tree Farm, Wells, ME
(Canaan Fir) 8. Nadeau Family Tree Farm, Parkman, ME
(Fraser Fir) 9. Skillin's Greenhouse, Falmouth, ME
(Fraser Fir) 10. Nutkin Knoll Tree Farm, Newburgh, ME
(Korean Fir) |
|--|--|

WREATHS – UNDECORATED

- | | |
|--|--|
| <ol style="list-style-type: none"> 1. Christina Laflamme, Whitefield, NH 2. Nancy Price, Newburgh, ME 3. Cheryl Collins, Stow, ME 4. Trees to Please, Norridgewock, ME 5. Dawson Laflamme, Whitefield, NH 6. Boiling Spring Tree Farm, Dayton, ME 7. June Brooks, Whitefield, NH 8. Barbara Martineau, Unity, ME | <ol style="list-style-type: none"> 9. Jeffrey Quinn, Cornville, ME 10. Matthew Quinn, Cornville, ME 11. Jill King Hampden, ME 12. Maria Kingsbury, Dixmont, ME 13. Wanda Wilcox, Newcastle, ME 14. Skillin's Greenhouse, Falmouth, ME 15. Miles Finnegan, Bethlehem, NH |
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Fryeburg Fair Tree & Wreath Contest Results (cont'd.)

WREATHS – DECORATED

- | | |
|---|--|
| 1. Cheryl Collins-Stow, ME | 11. Dawson LaFlamme, Whitefield, NH |
| 2. Kelsey Price, Newburgh, ME | 12. June Brooks, Whitefield, NH |
| 3. Jill King, Hampden, ME | 13. Rob Mulvey, Hodgdon, ME |
| 4. Donna Manzo, Aurora, ME | 14. Trees to Please, Norridgewock, ME |
| 5. Barbara Martineau, Unity, ME | 15. Maria Kingsbury, Dixmont, ME |
| 6. Matthew Dubois, Skowhegan, ME | 16. Miles Finnegan, Bethlehem, NH |
| 7. Michelle Cote, Aurora, ME | 17. Skillin's Greenhouse, Falmouth, ME |
| 8. Boiling Spring Tree Farm, Dayton, ME | 18. Christina Laflamme, Whitefield, NH |
| 9. Gerry Caron, Amity, ME | 19. Wanda Wilcox, Newcastle, ME |
| 10. Chadwick's Florist, Houlton, ME | 20. Amanda Meek, Hampden, ME |

Seed Orchard

Calvin Luther

Calvin spoke with Ronald Lemin about the plan for treatment of bare ground strips this fall at the Hartland seed orchard site. They agreed that herbicide application will be performed in the spring before we plant out the grafted transplant trees. Ron estimated a cost of \$500 for a half day of applying glyphosate and simazine to 4 strips 4' x 170' after leaf out of the poplar sprouts and other weeds on the site.



Len and Calvin visited the Huff Hill Rd, Hartland site in early October and placed wood stakes for the locations of the 29 successfully grafted transplants, 8 per row for 3.5 rows, to be planted in the spring of 2024.

Christmas Spirit Foundation – Trees for Troops

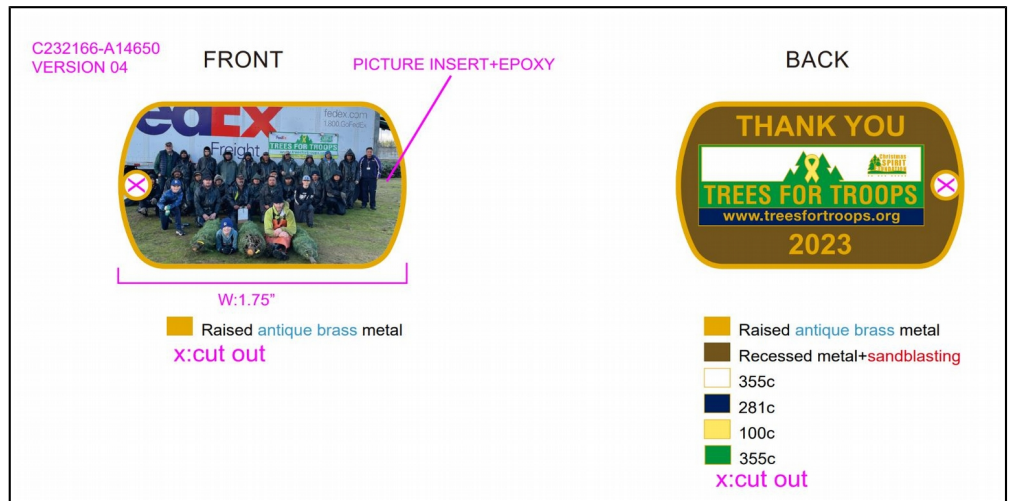
Dungey, Executive Director

New Materials and Special Celebrations planned for Trees for Troops 2023

The Christmas Spirit Foundation and the Trees for Troops program is planning a special celebration / ceremony of the 300,000th tree donated to a military family. The location will be Fort Liberty (previously known as Ft. Bragg) in North Carolina. The event will be coordinated between CSF, FedEx Freight Comms team and the Ft. Liberty Public Affairs Office. Details are still being planned as of mid-August and we hope it will be a huge success.

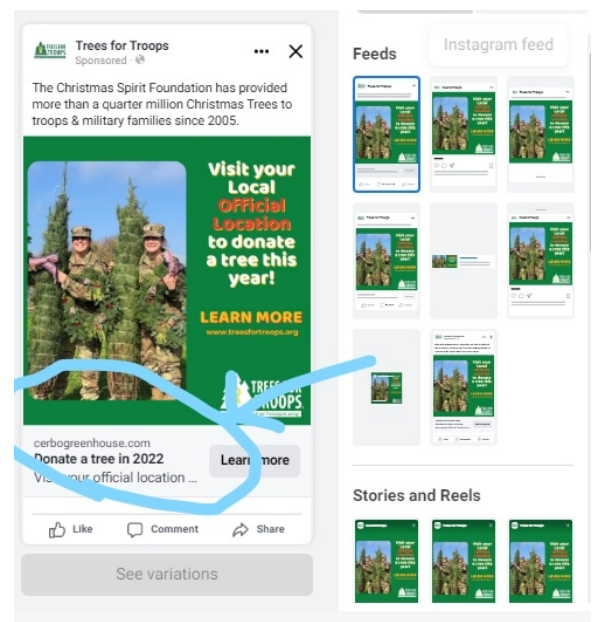
MARKETING AND DISPLAY MATERIALS

We're still creating new materials that you can use to promote your location as a supporter of and participant in the T4T program. These include a new poster (28x18), new postcard (handouts), hats for employees, digital tools, etc. We are also creating a new "THANK YOU" coin for your volunteers this year. All of these materials will be put on an "order form" and sent in September to any farm or nursery/garden center which participates in T4T. There will be 1 or 2 items that are available for purchase, but most of it is offered for free. Here's a "sneak preview" of the new poster and this year's thank you challenge coin:



PARTICIPANTS HAVE MANY OPTIONS

For those farms/lots who want to leverage T4T into a cause marketing effort and have your customers or sponsors donate trees to the program, we wanted to create a simple cause marketing program that can help you sell more trees that are donated to T4T. Our Social Media campaign includes targeted ads that will display across Facebook and Instagram, Google Ad Words, and Geofencing to users within 20 miles of your location starting in early October. We put the list of the 2022 locations in front of about 256,000 FB users within 20 miles of their locations and got about 1,100 to click through the links going directly to the locations' website. Can't guarantee that led to more tree sales and donated trees, but the impact had to be positive.



Christmas Spirit Foundation – Trees for Troops (cont'd.)

Dungey, Executive Director

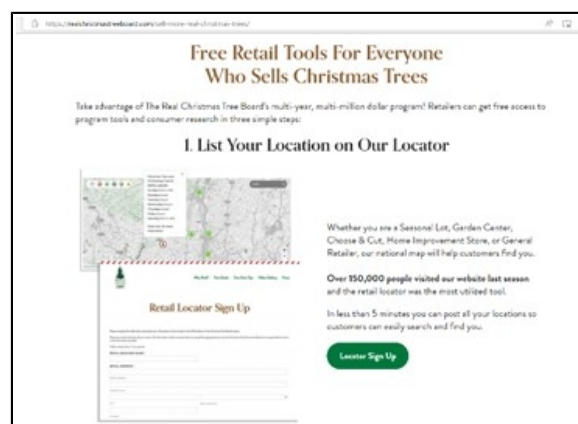
We're gathering and confirming information for everyone who wants to continue to be a pick-up location for Trees for Troops in 2023. We've communicated with all the branches of service and will deliver trees to 80 total locations, supplying trees to 87 total bases. Some bases located close to each other will provide their own ground transportation of a portion of the trees to a nearby base.

We're adding some new ones this year, including a U.S. Space Force location, the Naval District Washington, a Louisiana National Guard training center and a Marine Corps Logistics Base.

Hopefully we can reach a donated trees total of 15-ish thousand. We had 16,391 last year. I'd really like to get an increase in farms that are donating trees, even if a small number, and help get additional trees to the pick-up locations. We've been emphasizing that at state meetings talks. There is NO MINIMUM number of trees. We have funds budgeted to help offset costs incurred moving smaller numbers of trees to a pick-up location where FedEx Freight will pick up a large number. Again, no amount of trees donated is too small ...contact Rick at the CSF office to arrange cost reimbursement.

RETAIL LISTING

The Real Christmas Tree Board's Retail Locator listings offer an option to say "Proud Supporter of Trees for Troops!" Listing renewals and new location signups will start right after Labor Day. Hopefully you take advantage of that benefit from the RCTB and have a current listing for customers to find you. If you are supporting T4T, remember to check the data box so your listing will show that you support this cause.



ACTION STEPS

1. If you want to be a pick-up location in 2023, fill out the "Participant/Supporter Form" and return it the CSF office so we can put the data in the list. I'm happy to work with anyone who wants to help coordinate within a state.
2. Look for the marketing materials order form later this month.
3. If you are interested in using the "Official Location" marketing option, then complete and return that form. We have an earlier deadline for those so we have time to produce the uniquely branded on-site materials. All participant documents and forms and support materials are located at <https://christmasspiritfoundation.org/marketing-toolkit>. Or just contact Rick Dungey or Kelly Tuttle at the CSF office: 314-416-2245 or info@christmasspiritfoundation.org.



EAST COMMERCE SOLUTIONS, INC. 		...credit card processing ...made simple
Gerry Lacasse <i>Regional Representative</i>		
712 Hurricane Hill Road Mason, NH 03048	PH: 603-878-3484 CL: 603-440-9506 FX: 603-294-1369	Corp. Office: 22 Morris Lane East Providence, RI 02914
Email: glacasse@eastcommercesolutions.com		



If undeliverable, return to:

P.O. Box 160

Milbridge, ME 04658-0160

INNOVATIVE PRODUCTS FOR CHRISTMAS TREE AND WREATH PRODUCERS

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for the
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Tuesday, January 9th

during the
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at the Augusta Civic Center