

THE BEE HERDER

A publication of the Medina Co. Beekeeper's Assn.

www.medinabeekeepers.com

August 2008



Meeting Monday, August 18, 2008 5:00 PM - Dark

Annual Family Picnic & Pot Luck Dinner

RSVP to Peggy ASAP 330-725-6265



The next meeting of the Medina Co. Beekeeper's Association will be held on Monday, August 18th, 2008 in the pavilion at Buckeye Woods Park , (on the corner of State Rt. 162 and Deerview Lane) (SR 162 is also called Wedgewood Rd) from 5-ish until dark. The club will provide burgers, bratwurst, and soft drinks, plates and utensils. Please bring a side dish or dessert. Spouses, families, and pets welcome. Pets have to be kept on a leash. If you like to fish, bring your fishing gear and bait. There is a nice pond and our picnic permit covers any necessary fishing licenses. We plan to have games like bean bag toss, horseshoes, croquet, and bocci ball (and prizes !). If you are planning to attend, we need you to e-mail Peggy Garnes by Sunday at pgarnes001@neo.rr.com or leave a message at 330-723-6265 and let her know how many will be attending so she can buy enough burgers and brats. If you can also let her know what side dish you are going to bring to avoid duplications. Thanks. Pray for no rain and it probably would also be a good idea to bring a couple lawn chairs and insect repellent. See you there !

This year we are also having a B-B-Q Sauce competition. Mike Stefan is cookin' up some pork butts for the contest. Bring along your recipe too !!

You can copy and paste this web address below into your internet browser to go directly to mapquest directions to the park, or, request your own mapquest map by typing in the park address of: **6364 Deerview Lane, Medina, OH 44256-8008**

[http://www.mapquest.com/maps/map.adp?address=6364%20Deerview%20Ln&city=Medina&state=OH&zipcode=44256%2d8008&country=US&title=%3cb%20class%3d%22fn%20org%22%3e6364%20Deerview%20Ln%3c%2fb%3e%3cbr%20%2f%3e%20%3cspan%20style%3d%22display%3ainline%3bmargin%2dbottom%3a0px%3b%22%20class%3d%22locality%22%3eMedina%3c%2fspan%3e%2c%20%3cspan%20style%3d%22display%3ainline%3bmargin%2dbottom%3a0px%3b%22%20class%3d%22region%22%3eOH%3c%2fspan%3e%20%3cspan%20style%3d%22display%3ainline%3bmargin%2dbottom%3a0px%3b%22%20class%3d%22postal%2dcode%22%3e44256%2d8008%3c%2fspan%3e%2c%20%3cspan%20style%3d%22display%3ainline%3bmargin%2dbottom%3a0px%3b%22%20class%3d%22country%2dname%22%3eUS%3c%2fspan%3e%3c%2fspan%3e&cid=lfmaplink2&name=&dtype=s](http://www.mapquest.com/maps/map.adp?address=6364%20Deerview%20Ln&city=Medina&state=OH&zipcode=44256%2d8008&country=US&title=%3cb%20class%3d%22fn%20org%22%3e6364%20Deerview%20Ln%3c%2fb%3e%3cbr%20%2f%3e%20%3cspan%20style%3d%22display%3ainline%3bmargin%2dbottom%3a0px%3b%22%20class%3d%22locality%22%3eMedina%3c%2fspan%3e%2c%20%3cspan%20style%3d%22display%3ainline%3bmargin%2dbottom%3a0px%3b%22%20class%3d%22region%22%3eOH%3c%2fspan%3e%20%3cspan%20style%3d%22display%3ainline%3bmargin%2dbottom%3a0px%3b%22%20class%3d%22country%2dname%22%3eUS%3c%2fspan%3e%3c%2fspan%3e&cid=lfmaplink2&name=&dtype=s)

Fair Wrap-Up

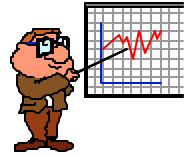
We would like to thank all those who were able to participate in the county fair this year. It turned out to be a beautiful weather week. Thanks a million to all our booth volunteers especially those who did back-to-back shifts. Your help and enthusiasm is contagious. Also thanks a million to Tom Jefferies and Gabe Petkac for heading up all the extraction demos and bottling up the club's honey for sale at the fair. We couldn't have done it without you !!

For those of you who were out of town or unable to work, we missed your smiling faces and your knowledge that you share. For those of you who were first-timers, didn't we tell you that you would have a good time? It is very fun and satisfying to teach the public about local varieties of honey and the birds and the bees. We got quite a few individuals sign up that showed interest in the Beginning Beekeeping Class to be held in March. The clean-up job that we did at the July meeting was fabulous and the booth still looked great at the start of the fair. Mike has again done a stunning history and analysis of sales and earnings for the past several years (see Treasurers Report). Check out the web site soon for photos !!

There is no Secretary's Report for July since we were cleaning the fair booth for that meeting.

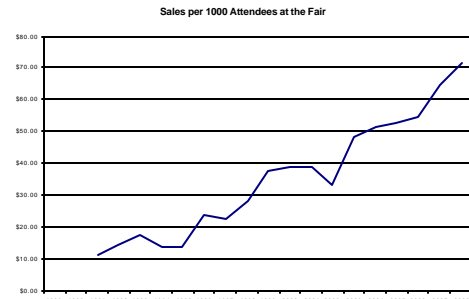
Treasurer's Report

By: Mike Rossander



Thanks again to everyone who helped make this another great year for the Medina County Fair. We had ten folks again bring honey and other products to the Fair to sell and we broke the sales records yet again. Total sales came to over \$8,300, up 22% over last year (and remember last year was up 33% over the year before). In large part, I think the increase was again due to a resurging attendance at the Fair. According to Stuart Neal of the Fair Board, attendance this year was over 117,000 for the week (up from 107,000 the year before and 95,000 in 2006). The price of gas probably had something to do with it, keeping more people at home for their vacations but the great weather we had also helped. It couldn't have been a better week for the Fair.

We also saw some small changes in buying patterns this year. We kept most honey prices the same as last year (only lowering the price on the 5 lb bottles and raw honey by a small amount). Yet the average purchases per 1000 people attending the Fair rose to \$71 (up from \$64 per 1000 in 2007 and \$55½ in 2006.) This confirms the observation that consumers continue to buy comfort foods and treat themselves to small luxuries even when times are hard. It is also clear that consumers are willing to pay premium prices for local honey from people they've met.



Straight honey sold remarkably well this year. Several members had to bring in more honey several different times to keep up with demand. By the end of the week, we'd sold almost 800 lbs of regular extracted honey. Specialty honeys continue to sell very well. Varietals like buckwheat and basswood are in sharp demand. If you can get a varietal crop, marketing it that way is a huge advantage. Several people brought infused honeys this year which sold very well. Creamed honey was a mixed bag this year. Some sold well, others not. They do seem to take more education for the consumer to understand how to use creamed honeys. Comb and chunk honey also were mixed in their sales. We didn't have a big selection of balms, creams and soaps this year but what we had seemed to sell well. 88% of what was brought in was sold. The same can not be said for candles. Only 40% of the candles in were sold by the end of the week. I suspect that has to do with the heat and the venue. The candles do make the booth look much more attractive, though, so I'm glad we've got them to put on display.

Candle-rolling did well even though the thundershower on Wednesday (kids' day) put a damper on attendance. Wednesday is usually our best day for candle-rolling. We do have to look carefully at candle-rolling before next year, though. The cost of the wax has gone up substantially. Like the observation hive, candle-rolling is part of our outreach and education mission. Given the cost of the wax and the expense of staffing the station for the week, it's probably a good time to make sure we're still getting our money's worth.

In total, we expect to be returning over \$5,000 to members for their products sold. **It was another great year to sell honey.**

The club's overhead costs are down from last year, primarily because we bought in bulk last year and had left-over to use this year. We've seen some disturbing trends, though. Anything that uses oil (like the spoons we use for tasting) is much more expensive than last year. We have to keep a careful watch on expenses.

Shrinkage appears to be substantially down this year. We lost \$84.15 during the week. Of that, about half is accounted for as the result of broken jars (we really need to reconsider putting glass jars on that bottom shelf), reimbursement of entry fees direct from the till and refilling sampler jars. That leaves about \$40 of shrinkage unaccounted for. Possible explanations include breakages that didn't get written down, shoplifting or mistakes when making change, etc. As a percent of total sales, though, the unexplained shrinkage is remarkably good.

The club itself brought in just over \$3,000 during the week. About \$1000 was the commission for sales excluding candy. This money covers supplies, insurance, sales tax, etc. \$600 was direct sale of the club's own honey which was used in the extracting demonstration each night. Over \$400 was candle-rolling proceeds and the remainder was candy-sale profit. Even though the local sales tax rate went up since last year, our sales tax accrual for the period is only \$30.94, due to the decline in candle and other taxable-item sales.

It was a great year for members and we did an outstanding job fulfilling our educational mission. I consider the Fair a huge success for the club.

Our preliminary numbers for the Fair are:

INCOME	
Sales, honey	5,624.63
Sales, candles	308.63
Sales, lotions etc	167.33
Sales, candy	1,812.50
Sales, candle-rolling	414.82
Sub-total, Sales	8,327.91
Cost of sales, honey	(4,052.20)
Cost of sales, candles	(144.00)
Cost of sales, lotions etc	(265.60)
Cost of sales, candy	(545.44)
Sub-total, member earnings	(5,007.24)
Cost of sales, candle-rolling	(0.00)
Net INCOME	3,320.67
EXPENSES	
Fees	120.00
Meals & Entertn	92.53
Repairs	126.15
Supplies	241.84
TOTAL EXPENSES	580.52
OVERALL TOTAL	2,740.15

Fair Income Statement Notes:

- Total Sales are reduced from what we actually charged at the Fair by two factors.
 - Our published prices included sales tax where appropriate. The Sales numbers above are adjusted to take the sales tax out.
 - Shrinkage is allocated across our categories of sales in order to make sure that we're not paying sales tax on product that we didn't really sell.
- As a result, we accrued \$30.94 to pay Ohio Sales Tax. This will be payable in January 2009.
- Cost of Sales are the earnings returned to the members who brought the products in for sale. This year, candle-rolling this year used all supplies rolled over from last year.
 - The fees covered the entrance tickets for members who were working the booth.
 - Meals & Entertainment was the pizza from the July meeting when we cleaned out the building.
 - Repairs included a new light fixture installed at the Fair booth.

MCBA Financials through the end of July (which includes some pre-paid Fair costs and the deposits from Mon-Thur nights but still excludes the library fund) are:

	July 2008	YTD
INCOME		
Sales	4,155.00	4,276.50
Education Fees	0.00	955.00
Member Dues	0.00	1,260.00
Other Income	0.00	535.00
TOTAL INCOME	4,155.00	7,026.50
EXPENSES		
Advertising	0.00	150.00
Bees	0.00	204.00
Charity	0.00	300.00
Education	0.00	400.00
Equipment	117.00	344.29
Fees	120.00	120.00
Gifts given	0.00	35.00
Insurance	0.00	500.00
Licenses and Permits	0.00	5.00
Meals & Entertn	92.53	132.59
Miscellaneous	11.16	82.66
Newsletter	52.68	302.27
Speaker Honorarium	0.00	225.00
TOTAL EXPENSES	393.37	2,800.81
OVERALL TOTAL	3,761.63	4225.69

MCBA Balance as of 31 July 2008: \$7,311.95

MCBA notes of special items not already covered in the Fair synopsis:

- Equipment represents new boxes needed for the beeyard
- Miscellaneous covers the spray needed to kill our AFB-infected hives prior to burning.

Library Fund financials thru July:

	July 2008	YTD
INCOME		
Gifts Received	1,000.00	1,730.00
TOTAL INCOME	0.00	1,730.00
EXPENSES		
Education	0.00	0.00
TOTAL EXPENSES	0.00	0.00
OVERALL TOTAL	0.00	1,535.00

Library fund as of 30 June 2008: \$1,535.00

Library fund notes:

- The Library Fund received a very generous donation from the Shilling Family Foundation.

Congratulations to the Fair Winners

Honey-White

1st Joe Fugate - BEST of SHOW

2nd Jim Devereux

3rd Eric Schmiedlin

Honey-Light Amber

1st Julie Kall

2nd Patrick Sheridan

3rd Jeanne Schell

Honey-Dark Amber

1st Christina Hoffman

2nd Joe Fugate

3rd Richard Sprague

Creamed Honey

2nd Eric Schmiedlin



Comb Honey

1st Mike Juszczuk

Chunk Honey

1st Christina Hoffman

2nd Jeanne Schell

Cut Comb Honey

1st Jeanne Schell

2nd Garnes Apiary

Molded Beeswax Figures

1st Russell Riopelle

Candles Molded 2 pairs

1st Russell Riopelle

2nd Mike Juszczuk

3rd Julie Kall

Candles Dipped

1st Russell Riopelle

2nd Julie Kall

THE BEE HERDER

c/o 701 w. River Rd.

Valley City, OH 44280-9303