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Winter Convention and Trade Show

January 21-22, 2022 * Fairfield Inn & Suites, Weston (Wausau)

December 15, 2021

Dear Vendor:

The Annual WCTPA Winter Convention & Trade Show will be held in Weston this coming year. We hope that you can join us there and use this opportunity to make some sales, promote your products, network with colleagues, see old friends and make new ones. If you have any questions, contact us at the association office. We hope to see you there!

- ✓ Hotel Reservations: Cut-off date: December 28
Call 715-241-8400 for a reservation and ask for our group rate (\$99-119) at the Fairfield Inn, 7100 Stone Ridge Drive, Weston WI 54476
- ✓ Fill out registration and e-mail or fax it
- ✓ Prepare something to talk about or show during the Vendor Roundtable on Saturday morning (see details)

Tentative Program

Friday

9:00 a.m. Board of Directors meeting
10:00- 1:00 Vendor set-up
12:00 Lunch - vendors get free lunch today
1:00 p.m. Convention Registration opens; Wreath contest set up (judging opens on Saturday)
1:00- 5:00 Vendors open
1:40 Opening remarks and welcome
1:45-5:00

1. Grubs & June Bugs
2. Growing Champion Trees (whether or not you enter a contest)
3. Semi-annual business meeting

5:00 Social hour, cash bar, dinner
5:00 Vendors close

Saturday

8:00 a.m. Vendors & Registration open, wreath contest set up
9:00 #1 Way to Save Taxes by Andrew Bosserman
10:15 Roundtables with Vendors
11:00 Wreath Contest judging opens
11:00 CTPB & DATCP update
12:00 p.m. Lunch
1:00 Vendors close and tear down, Wreath judging closes
1:00-2:30

1. Roundtables- various topics
2. Contest winners announced
3. Door prizes, closing remarks

Winter Convention and Trade Show - Presenters
January 21-22, 2022 * Fairfield Inn, Weston (Wausau)

<p align="center">* Attracting & Decimating Unwanted Bugs</p>	<p><i>Paul Schroeder, WCTPA Director and recent NCTA Director, owner (until recent retirement) of North Countree Christmas, Wausaukee.</i></p> <p>Do you want to kill 100 grub worms? Kill one June bug. Do you want to kill hundreds of June bugs? Attend the seminar to see and hear how Paul used an environmentally-friendly technique to attract and kill the bugs.</p>
<p align="center">* Growing Championship Trees</p>	<p>Grand champion tree growers will discuss how to grow that near perfect premium tree.</p>
<p align="center">* The #1 Way Christmas Tree Growers Save Taxes</p>	<p><i>Andrew Bosserman is a Certified Public Accountant, tax attorney, and former IRS agent with an in-depth knowledge of the Christmas tree industry gained through owning and operating his own Christmas tree farm in Southern Ohio. Andrew lives in Charlotte, North Carolina with his wife Sallie, where they enjoy hiking in the North Carolina mountains, spending time with family and friends, and volunteering at their local church.</i></p> <p>Andrew will explore a tax strategy which often saves Christmas tree growers thousands of dollars in taxes each year: making a capital gain election. This session will dive into the details of how to implement this strategy, including bookkeeping and record-keeping tips.</p>
<p align="center">* What's Bugging You?</p>	<p><i>Brooke Sanneh, Plant Pest and Disease Specialist Christmas Tree Program Manager Wisconsin Department of Agriculture, Trade and Consumer Protection</i></p> <p>Brooke will update us on what they found in their inspections this year on trees and wreath products and what we should do about it.</p>
<p align="center">Christmas Tree Promotion Board Update</p>	<p>A representative will provide an update on this year's promotional activities.</p>

Other Notes:

Bulletin boards will be available for posting (1) buy & sell items, (2) trees for sale, (3) nursery stock for sale. Pictures are welcome, but please remove them by the end of the meeting if you want to keep them.

Bring along tree specimens if you want to talk with DATCP Pest Specialists about problems you are having. They can help identify the problem.

Please be aware that while attending a WCTPA convention, your picture and/or video may be taken and used in our Quarterly Journal & other media, on our website, or in news media, without your expressed permission or compensation to you.

Vendor Information

Winter Convention - January 21-22, 2022
 Convention Chairperson: John Grutza
 Vendor Chairperson: Elizabeth Washington
 Wreath Contest Chairman: TBD

Location, Hotel	Cut-off day for our rate is Dec. 28 Call 715-241-8400 for a reservation and ask for our group rate (\$99-119) at the Fairfield Inn, 7100 Stone Ridge Drive, Weston WI 54476
Booth Cost & Specs	\$200 for a 10' x 10' booth, \$325 for 10' x 20', \$450 for 10' x 30'. Tables are 6' long. Each booth space will have a covered table and a chair. We do not use piping or drapes. Booth fee includes the Friday lunch (for all reps)
Table Space Only	If you cannot be there in person, but want to provide catalogs or brochures that will be given out to each farm, you can do this for a fee of \$60. Send the payment and catalogs/brochures to the WCTPA as soon as possible and we will take them to the convention and distribute them to each member. (Approximately 60 needed.) You may also be a sponsor (keep reading).
Deadline	Pre-register (fax or e-mail) by January 4. We want to get your name on our vendor list to give to attendees and also need to get meals reserved prior to the convention.
Vendor List Handout	We will provide a handout to the attendees which will include your company information.
Sponsor	Sponsorship: Gold \$400+; Silver \$300-399; Bronze \$200-299; Friend \$100-199; door prizes will be recognized; You will be listed in the convention handout, on signs at the event, and in our April Quarterly Journal. We will do sponsor acknowledgement throughout the 2 days.
Set-up & Lunch	Friday 10 a.m. – 1 p.m. Vendors receive free lunch on this day.
Vendors Open	Please see program
Vendor Roundtable	Important note: we are having a “roundtable with vendors” on Saturday at 10:15 AM. We would like you to have something prepared to share with a small group, rotating the groups through the room as needed- plan for a 15 minute time frame.
Meals	NO restaurant on site, all meals have to be catered in. Vendors are allowed to go to the front of the meal line. FRIDAY lunch: Sandwich bar includes, ham and turkey, bacon, cheese, lettuce, tomato, onions, mayo, mustard, pasta salad, potato salad, pickles spears, potato chips, iced tea. FRIDAY Dinner: Maple Roasted Pork Loin, garlic & herb roasted potatoes, peas and mushrooms, harvest salad, rolls. SATURDAY breakfast: hotel stay includes free breakfast from 7AM-10AM. SATURDAY lunch: Grilled Chicken breast on kaiser roll, glazed carrots, fresh cut fruit, pickles, potato chips, iced tea.
Photographs	Please be aware that while attending a WCTPA convention, your picture and/or video may be taken and used in our Quarterly Journal & other media, on our website, or in news media, without your expressed permission or compensation to you.

Wreath Contest Rules - Wisconsin Christmas Tree Producers Association, Inc.

By action of the WCTPA Board of Directors, the following rules will govern the operation of the wreath contest. (revised Jan. 2016)

1. Contest open only to full active members of WCTPA. (Full active members are those members who are in good standing with their dues paid for the current fiscal year.)
2. Judging will be by membership only, with each full active membership entitled to one (1) vote for the wreath of their choice in each class and one (1) vote for Grand Champion wreath in the undecorated class and one (1) vote for the Grand Champion wreath in the decorated class.
3. No names will be visible on the wreaths.
4. All wreaths must be made on a 12 inch ring of natural conifer greens grown in Wisconsin.
5. Wreaths must be in place by 11:00 a.m. on the first day of the convention. Wreaths brought in after 11:00 a.m. will be displayed. However, judging will not be delayed to accommodate these wreaths.
6. Members may enter as many classes as they wish but not more than one (1) wreath per class.
7. The classes of wreaths are: 1) Balsam fir, 2) Fraser fir, 3) Spruce, 4) Pine, 5) Other Species, 6) Mixed Greens, 7) Decorated.
8. There will be a 1st, 2nd, and 3rd place in each class. There will be a Grand Champion of undecorated wreaths and a Grand Champion of decorated wreaths. The Grand Champion winners along with 1st, 2nd and 3rd place finishers will receive a ribbon. All other entries (4th place and after) will not receive a ribbon.
9. The winners of the Grand Champion wreaths will be allowed to represent WCTPA in the NCTA wreath contest.

In the event the WCTPA Grand Champion winner is not a member of the NCTA or if NCTA rules otherwise would make such a winner ineligible for competing in the NCTA contest, the WCTPA member with the next highest vote who is a member of NCTA in compliance with the NCTA rules will represent the WCTPA in the NCTA wreath contest.

In the event the same grower wins the same WCTPA Grand Champion award both years, the second place winner of the Grand Champion wreath for the second year, will be eligible to enter a wreath in the National contest.
10. The winner of the Grand Champion Decorated wreath will be allowed to provide a similar wreath to the Wisconsin Governor's office in early December and must be a member in good standing in order to represent the WCTPA.
11. The wreath contest chairperson(s) and the WCTPA Executive Committee will have the final decision if there is any doubt to the species and/or variety of greens used in the wreath and to solve any other problem that may arise.

NOTE: Grand Champion wreath winners should plan on having their pictures taken after winners have been announced. Any wreaths left after the convention will be hung at the WCTPA office.