

MID-AMERICA CHRISTMAS TREE ASSOCIATION

Spring 2024 NEWSLETTER



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From MACT President Bill Holesinger:

Greetings! I hope everyone had a fabulous holiday season. I know this spring has presented challenges with extremely wet conditions for some, which has delayed planting, but I hope this passes soon and everyone has a successful spring. I'm extremely excited about the upcoming summer meeting that will be held at Timbuk Farms in Granville, OH. Timbuk has an incredible operation and after reviewing the sessions planned, I'm looking forward to the wide variety of topics. I hope you all can make it to the meeting and I look forward to seeing you!



Membership Update

MACT memberships are due for renewal by July 15, 2024. Membership applications, which were emailed, should be returned to MACT, C/O Kathy Woliung, 7621 SR 48, Aurora, IN 47001. The membership form can also be located on the MACT website. If you need it emailed or are unsure if you have paid, please contact Kathy or refer to the MACT website member list, which was recently updated. If you would like to pay the fee through Venmo or credit card (3.5% fee added to credit card), contact us via email or phone to discuss.





We offer multiple price options

Single Layer - \$2.00 | Double Layer - \$3.50 Premium Ornament - \$5.00

No Set-up Fees | Custom Designs | Minimum Order - 50

QUESTIONS?

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2024 Summer Meeting

July 19 & 20, 2024

The Mid-America Christmas Tree Association (MACT) summer meeting will be co-hosted by Ohio Christmas Tree Association and Timbuk Farms, Granville, Ohio. Timbuk Farms began in 1952 as a Christmas tree farm. At the time the dream of a Christmas tree farm became a reality for the original owners, the Schmidt family, Granville was quite remote from Columbus, Ohio. A drive to the farm from the family home in Columbus was like a trip to Timbuktu. That is how the farm got its name, shortened and simplified to Timbuk Farms.

The farm continues to be one of Central Ohio's oldest and largest Christmas tree farms. Timbuk Farms is operated by Jim and LaVonda Gibson of Granville, Ohio. They both have a strong knowledge base of the horticultural industry and through the use of new technologies and automation are dedicated to producing the highest quality products. The Timbuk Farms name reflects the ties to the rich tradition and hospitality of the tree farm and the new energy and commitment to service and quality in the entire farm and greenhouse business. We are looking forward to working with Dave, LaVonda, Bev and Dave to make this a great event. Thank you for hosting!

Bev and her team have put together a great two-day program with many different sessions for both growers and retailers that include farm tours of trees and mums, field sessions, new grower, soil sampling, marketing and website design, social media, drone spraying, and apiculture (beekeeping), just to name a few. More topics and sessions are being added... They will also have a children's area full of activities and on Friday night, there will be live entertainment. This is going to be a spectacular meeting that you will not want to miss!

The attendee registration form will be available mid-April. They will be emailed to members and states associations so be watching for the email. The forms will also be available at www.midamericachristmastree.com under the Summer Meeting Tab – 2024 Summer Meeting Information. I will also post information on the various Facebook group pages. Again, be on lookout for the registration form and get them in early to avoid the late registration fee.

Vendor registration forms have already been mailed. If you are a vendor and did not receive it, please contact Kathy Woliung for the form. It is also available at www.midamericachristmastree.com/vendor-form. Please continue to support our Vendors and remember this is a great opportunity to pre-order

supplies and pick them up at the event in order save on shipping costs. Vendors will continue to be added to the website as they register. **Please continue to support our vendors and advertisers!**



IMPORTANT ITEMS TO NOTE:

- Silent Auction Have something to donate for the silent auction, please let us know. Your support helps cover costs. Winners announced at lunch on Saturday.
- *MACT items will be available for sale at the meeting.*
- Mike Gwinner and Lois Graves Awards Do you know someone that has supported and been instrumental to the Christmas tree growers industry? If so, please consider nominating them for the Gwinner / Graves Award. Nominations can be submitted to midamericachristmastreeassoc@gmail.com. Past award winners and the nomination form are below.



Madeinary

Egedal Christmas Tree Machinery

Transplanter type K

Mechanical planting wheel Exact planting distance 1, 2 and 3-rowed





Transplanter type Hydromatic

Hydraulic planting wheel

Electronic adjustment of the planting distance

Large capacity

Fertilizer type Airflow

air-assisted Fertilizer 15-20 meters (50-60 ft) spread width





Gantry Tractor

2 and 3-rowed models Variable row distance Wide range of optional attachments

Christmas Tree machine type

E2H/E9H with spraying equipment Shielded spraying equipment 90-130 cm (36"-51") row distance; Wide range of optional attachments





Christmas Tree machine type E2H/E9H with basal pruner

Mechanical cutting of the lower branches Capacity approx. 400-500 trees/hour

Christmas Tree machine type E2H/E9H

With Christmas tree feller Possible to harvest tree up to 16 cm (6") in diameter Capacity approx. 250-400 trees/hour



For questions or inquiries please contact our USA dealer:

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Egedal offers a machine program that covers all needs for a rational and modern plant production

Looking for Tax Tips? Check out Andrew Bosserman, CPAs website where he shares information for Christmas tree growers. A sample is below.

https://andrewbosserman.com/updated-tax-tips-for-forest-landowners/

Every year, the United States Forest Service, in conjunction with university extension professors, publish a tax tips sheet for forest landowners.

I've had the honor and enjoyment of reviewing the publication for the past few years.

This year's tax tips sheet was recently released, and it gives a great summary of forest landowner tax tips to consider as 2023 tax returns are being prepared.

The tax tips include:

- Tax Classification (Business, Investment, or Personal)
- Qualifying for **Capital Gains** on Timber Sales
- **Reforestation** Tax Incentives
- Casualty Loss Deductions
- Like-Kind (1031) Exchanges
- And more!

Read and download the Tax Tips for Forest Landowners: 2023 Tax Year here.

Also, for a video discussion of some of the top tax savings tips, check out my free course about the <u>Top 5</u> <u>Ways Forest Landowners Save Taxes!</u>



Farm Side Hustles: Have You Thought About Boosting Farm Income with A Passive Income Source?

Have you considered offering some type of farm stay? There is a lot of interest in farm culture and many travelers are looking for opportunities to experience this. Adding this to your farm plan, would provide passive income source with minimal effort, depending on the type of facilities and services offered. If you have a barn or guest house, it would require more investment and resources but there are a few options are a lower cost to you. A platform like HipCamp allows farmers to rent their land to guests who would like to camp on their property. The platform Harvest Hosts (HH), connects farmers and self-contained RV travelers. Although a nightly fee isn't charged, HH members are required to spend a minimum amount by purchasing your products, with the average amount spent ranging from \$30 to \$50 a night. Something to consider!

Mike Gwinner and Lois Graves Recipients

	+	
4	-	
	+ .	

Mike	Gwinner Award	Lois Graves Award				
1995	Stan Hensler (presented to son)	1995 N/A				
1996	Sally and Chuck Wright	1996 N/A				
1997	Morris Graves and Frank Evans	1997 Muriel Weber				
1998	'Crow" Miller, Leonard Hill,	1998 Marge Evans				
	and Virgil Armstrong					
1999	Paul Githens and Glen Massie	1999 Joyce Miller				
2000	Jim Murphy	2000 Peggy Province				
2001	Leroy Rood	2001 Mary Rood				
2002	Jim Strautman	2002 N/A				
2003	John A. Sester	2003 Sally Wright				
2004	Carl Young	2004 Jeanne Hopwood				
2005	Buzz Meyers (posthumously)	2005 Verda Meyers				
2006	Jim Stevens	2006 Margaret Stevens				
2007	Bill Redmann	2007 Hazel Redmann				
2008	Willard Nelson	2008 Lois Nelson				
2009	Harold Kingma	2009 Barb Jeske				
2010	John Scheetz(Hensler)	2010 Catherine Howard				
2011	Cecil Alfeldt	2011 Eleanor Kingma				
2013	Robert Grady	2013 Emily Grady				
2016	LeRoy Rood					
2017	Jerry Peterson					
2019						
2022	Richardson's Christmas Tree	2022 Donna Cackler				
	Farm, Dan Wahmhoff, Bill					
	Cackler, Dennis Duke					
2023						
2024						

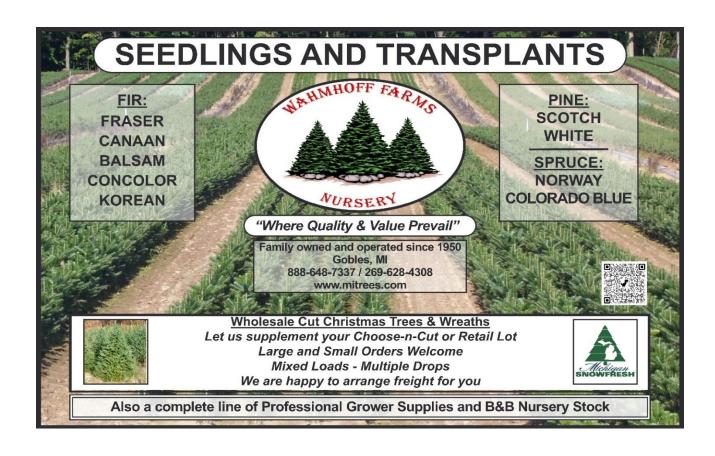


Mid-America Christmas Tree Association Mike Gwinner/ Lois Graves Awards Nomination Form

Please complete form, print, and mail to MACT, c/o Kathy Woliung, Executive Administrator,7621 SR 48, Aurora, IN 47001. All entries will be compiled and considered by the MACT Association Board.

Circle award that applies:

	Mike Gwinner	Lois Graves
Nominate		
Farm Name or Organization	on nominate is associated	with:
Years contributed to the 0	Christmas Tree Industry:	
Contributions to the indu	stry:	
Nomination Submitted by	/;	
Farm Name or Organization	on of submitter:	
Contact Information of su	bmitter: Ph#	
E-mail		
Yes, I would like to int	roduce nominate at the Su	mmer Meeting if he/she is selected.
No, I would prefer to i	not introduce nominate if I	ne/she is selected.





CHRISTMAS TREE PRODUCTION BUDGET

Authored by William Cackler, Cackler Family Farms, Delaware, Ohio

		2024	CHRIS	TMAS	TREE PRO	DDUCTIO	ON BUDO	SET			
Single I	Needle (Conifer	s, Firs	and S	pruces (go	to 8 yea	rs for Fra	ser Fir	& S	pruces)	
		Auge	er Plan	ted - 7	Year Rotat	tion on C	ne Acre				
					e and Cut						
 Item	Year	Year	Year	Year	Year	Year	Year	Year		Total	Your
	1	2	3	4	5	6	7	8			Budget
Christmas Trees											
(percent sold) ¹					25%	35%	40%				
INCOME-Choose-n-Cut											
Christmas Tree (revenue)											
1000 trees sold											
over entire rotation											
\$77 per tree (6'x6' spacing)	(Note: 7	ft. tree	e @ \$1	1/ft.)	19,250	26,950	30,800		\$	77,000	
100 trees for greens											
\$15 per tree ² (6x6)									\$	1,500	
85% of trees are netted @ \$									\$	2,550	
10% of trees are drilled @ \$	3/tree								\$	300	
Total Revenue									\$	81,350	
VARIABLE COSTS											
Transplants or Plugs Plus ³	3,249	325	291						\$	3,865	
Planting Labor ⁴	1100	114	102						\$	1,316	
Fertilizer ⁵	148	48	73	97	121	145	169		\$	801	
Fertilizer Labor ⁶	66	66	66	66	66	50	26		\$	406	
Herbicide/Mowing ⁷	450	450	450	450	384	384	384		\$	2,952	
Small Tree Mgmt. ⁸	667	667	667	700	304	304	304		\$	2,001	
Shearing ⁹	007	007	007	667	667	502	268		\$	2,104	
Insect & Disease Control ¹⁰	50	50	50	50	50	36	24		\$	310	
Insect/Disease Labor ¹¹	30	150	150	150	150	112	100		\$	812	
Mulching ¹²	334	130	100	130	130	112	100		\$	334	
Sales & Marketing ¹³	334				1050	1470	1680		\$	4,200	
Cleanup/Stump Removal ¹⁴					208	291	332		\$	831	
Interest on Owners					200	231	JJZ		Ψ	031	
Capital 8% ¹⁵	483	157	159	132	233	261	260		\$	1,685	
Capital 070	+03	131	108	132	200	201	200		Ψ	1,000	
FIXED COSTS											
Machinery & Equipment ¹⁸	256	256	256	256	256	256	256		\$	1,792	
Land ¹⁶ (rented)	250	250	250	250	250	250	250		\$	1,750	
Property Taxes ¹⁷	31	31	31	31	31	31	31		\$	217	
TOTAL COSTS									\$	25,376	
RETURN OVER TOTAL CO	STS								\$	55,974	
Authored/Developed by: W	illiam C	ackler	(Janua	ary 202	4)						

Assumed Management Practices

- A. Either 2-2 transplants, plugs +2 or plugs-15 (SP 15) or plugs 1 1/2 were used. Consider using transplants that are are at least 3 years old to keep rotation time down.
- B. Staking and small tree management were used to keep tree straight and growing correctly. (Quality sells)
- C. Fertilized trees to cut down on rotation time and improve quality, color and bud set.
- D. Weed control: Herbicides, mulching and mowing was used to cut down on rotation time; lack of weed control can affect quality.
- E. Progressive shearing to cut down on rotation times. (used on Canaan fir only)
- F. Owner labor is \$25.00/hr.; hired labor \$15.00/hr. When hired labor is used, it is assumed that owner and hired labor is being used at the same time. In some cases (ex. spraying) would be just the owner.

Footnotes to the Budget

- 1. 1140 trees per acre (allowing for lanes and 6'x6' spacing, 1000 harvested. Used SP15 thus \$2.85 per transplant.
- 2. 100 trees used for greens. All other trees assumed to be of no use (deer damage, died, etc.).
- 3. 1140 <u>transplants</u> or SP-15 first year, 114 planted the second year, 102 planted the third year. SP-15 transplants cost \$2.85 per tree including shipping.
- 4. <u>Planting labor</u> 40 trees per hr, 2 people w/ auger and placing fertilizer tablets and compost. Thus cost is \$1.00 per tree.
- 5. <u>Fertilizer</u> tablets and compost was used when planting. Granular fertilizer top dressed each year there after. Cost is \$0.11/tree for tablets, \$0.02/tree for compost.
- 6. Fertilizer Labor 350 trees per hour per person. Thus \$0.11 per tree.
- 7. <u>Herbicide/Mowing</u> assumed herbicides usage years one thru four and cross mowing six times per year, depending on growing season. Mowing includes labor and fuel costs. Thus \$0.07 per tree mowed.
- 8. <u>Small tree management</u> 40 trees per hour per person. Average cost first 3 years of rotation is \$0.63 per tree per year.
- 9. Shearing 30 trees per hour per person. Average costs years 4-7 is \$0.83 per tree per year.
- 10. <u>Insect and Disease Control</u> assumes \$0.06 per tree for insect control and \$0.05 per application for disease control.
- 11. <u>Insect and Disease Labor</u> 40 trees per hour per person using \$25/hr. = \$0.63 per tree. Assuming 50% of trees sprayed.
- 12. Mulching 3 cu. yds. Will do 1500 trees @ \$21/cu.yd. = 4.2 cents/tree
- 13. <u>Sales and Marketing</u> assumes \$0.50 per foot of tree height sold. This includes shaking, netting, tree bag, saws, sleds, twine for customers to tie down trees. This also includes advertising.
- 14. Clean-up assumes 30 stumps per man, per hour \$0.83/stump cut down or grind.
- 15. <u>Interest on owner's capital</u> at 8% includes interest on all cost items except land. Thus \$23,409 of cost not counting land rental. \$23,409 x .08% = \$1873.
- 16. The land is rented at \$250 per acre per year. Interest is at 8%.
 - Note: It is assumed once you have cash flow you can pay the land rent plus interest.
- 17. <u>Property Taxes</u> this budget example would be in Ohio where property taxes on farm land could be under the CAUV program.
- 18. <u>Machinery and Maintenance</u> assumes \$1,200/ac. of machinery investment over 7 years of trees with \$85/ac. of repairs per year. Machinery declines to 60% of value in the 7 year rotation.

NOTE:

To budget the pines just use a lower price/ft. and go thru the same process. You may want to add cost for tree colorant and cut back on fertilizer cost.

**ADDENDUM TO THE 2024 CHRISTMAS TREE PRODUCTION BUDGET

This format is used by the major land grand universities (i.e. Ohio State, Perdue, and others) to budget the row crops, forages crops, and the specialty crops (i.e. fruits, vegetables, pumpkins, and others) including Christmas trees. This allows us to compare (for example) Christmas trees to corn on a given 1 acre of land. It is my hope that this will help you to understand the budget in greater detail.



National Christmas Tree Association

The 2024 NCTA Board Meeting will be held in Nova Scotia, Canada from August 1 through August 4, 2024.

Check out the NCTA website, https://realchristmastrees.org, for a variety of information to include history, tree varieties, tree facts and environmental benefits. Sample content is below:

"Real Christmas Trees Benefit the Environment: While they're growing, Real Christmas Trees support life by absorbing carbon dioxide and other gases and emitting fresh oxygen. The farms that grow Christmas Trees stabilize soil, protect water supplies and provide refuge for wildlife while creating scenic green belts. Often, Christmas Trees are grown on soil that doesn't support other crops."

Real Christmas Tree Board

- This is a reminder that ALL Domestic Sales Reports and assessments were due to the Real Christmas Tree Board/Christmas Tree Promotion Board MARCH 18. After this date, producers will be subject to a \$250 late fee and interest that accrues at 1.5% per month.
- The RCTB has four board seats that will be up for appointment effective January 1, 2025. Although the final appointment is made by the Secretary of Agriculture, the RCTB has the responsibility to provide two nominees for each open seat.
- Are you an educator? Do you have experience with farm tours, virtual farm tours or working with student groups? The RCTB is looking for several volunteers to serve on a short-term committee to investigate virtual farm tours as a potential RCTB program. This is a fact-finding committee, tasked with considering options available for developing a virtual farm tour program and

reporting back to the board. If you are interested, please email Jane Neubauer at: trees@sugarpinesfarm.com

Did you Know: https://www.realchristmastreeboard.org/resources/infographic-guides/ The RCTB has created infographic guides with the intent of providing Christmas Tree retailers and farms with content that is ready to be shared with their customers, as digital files or printouts. A sample is below:



<u>FedEx Freight and Christmas SPIRIT Foundation Celebrate Landmark</u> <u>Milestone: Delivers 300,000th Tree to Military Families This Season</u>

This year, FedEx Freight delivered the 300,000th tree for the Christmas SPIRIT Foundation's annual Trees for Troops® program. The milestone tree was presented at Fort Liberty on Dec. 1, 2023.



FedEx Freight picked up donated trees from 24 locations in week 1 of the program and 32 more in week 2. All told, 16,252 total trees were delivered to 94 total bases, across all 6 branches of service and one National Guard Training Center. This program starts at the farms themselves. More than 300 total farms from 26 states provide trees, donated directly by them or their customers and local sponsors.

In the MACTA states we had a total of 959 trees from the following tree farms and garden centers: Illinois, 7 farms provided 421 trees; Indiana, 14 farms provided 130 trees; Missouri, 1 farm provided 8 trees; and Ohio, 3 farms/garden centers provided 400 trees. Those trees went to 5 different bases: including large Army posts in Texas and Missouri, an Air Force base in Illinois and joint bases in Texas and South Carolina.

The 56 farms and garden centers that serve as a pick-up location are the beating heart of the whole program. It takes a lot of extra work on their part to gather the trees, tag them and manage a loading event on the designated day. Many organize large groups of volunteers and go above and beyond to garner local media coverage. This helps in multiple ways. The pick-up locations are where the proverbial "rubber meets the road."



Loading day at Richardson Cut-your-own Christmas Tree Farm

Does the program make a difference? Well, you can read just a couple examples of feedback to see for yourself.

A real tree is something I always grew up with. Ever since I got married 6 years ago, I've had a fake tree and have loved it, little did I know how much I was missing and my children missing until this year. From the bottom of my heart thank you, and thank you for helping me make my home feel like Christmas once again. Though we don't have a topper, it has brought us so so much happiness. Christmas magic doesn't come from Santa but the thought of Santa, a complete stranger who gives without expecting things in return so thank you for being our Santa.

Love, the Struthers Family.

Or this one from an Air Force family in FL:

My name is Amber, my husband is a pilot in the Air Force. We live in Florida, today we received a beautiful Christmas tree this year from Trees For Troops. We originally were only putting a small one up because we had plans to go on a quick trip then visit family. Well of course the military had other plans, we can still go on our quick trip but won't be able to visit family this year. The news was given to us right before we got the tree. So having this amazing gift was so appreciated and we are so grateful. We are so thankful and can't wait to host friends who will be in town.

Thank you to everyone who participates in and/or supports this program. We are improving Christmas Spirit for families in our military, one tree at a time.

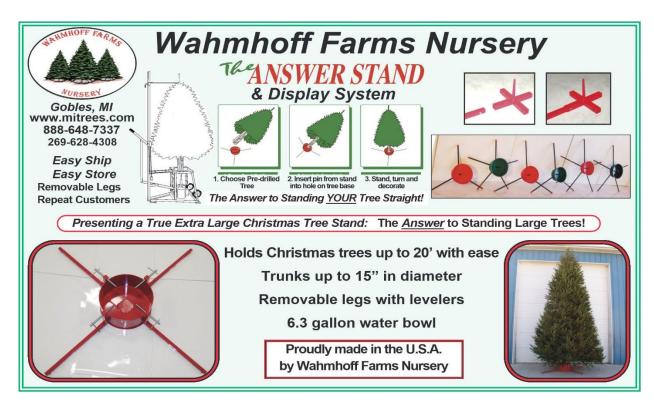


MACT Summer Meeting Locations for 26, 27, 28

MACT is looking for farms to host the summer meetings in 2026, 2027, and 2028. The MACT meetings will be held in Indiana during 2026, Illinois in 2027 in Illinois, and Missouri in 2028. If you are interested, please contact Kathy for additional information.

Board Openings

We will have Board openings in 2024 and 2025. For 2025, Joe Eise, current treasurer, will not seek reelection, so this position will need filled. If anyone is interested, please contact Kathy or a Board member to discuss. Please consider this great opportunity.



Training / Resources

April 16, 2024 12:30PM – 3:00PM – In Person - MSU Lake City Experiment Station, 5401 W Jennings Rd. Lake City, MI 49651 Start the 2024 growing season with Christmas tree information with discussion of pest and weed management, planting techniques and tree nutrition and weather updates. https://www.canr.msu.edu/events/msu-2024-spring-christmas-tree-meeting

Free Webinar Series by MSU & RCTB (Register at the website below) 11 a.m. to 12 p.m. ET

April 23, 2024

The Christmas Tree Genome Project to Rapidly Advance Genetic Improvement

What is genomic research? How can this impact the Christmas tree industry? Presentation will discuss genetic sequencing of Fraser Fir and applications for advancements in tree breeding programs.

June 25, 2024

Weed Control in Christmas Trees

Weeds are one of the biggest challenges all farmers face. What are options to control problem weeds in Christmas tree fields.

https://www.canr.msu.edu/christmas_trees/events

YouTube Videos:

University of Illinois Extension Horticulture "Growing Christmas trees – from putting them in the ground until you pick one out" by featuring Illinois President Robert Richardson. https://www.youtube.com/watch?v=TgE32i5kR6o (November 2023)

Illinois Extension Local Foods and Small Farms "How to Start Your Own Christmas Tree Farm"

https://www.youtube.com/watch?v=v4I5IZYdMcY (2018)

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Additional Information

Facebook: MACTs Facebook page is up and running. Please like and follow the page. I will be posting information on that page along with other Facebook grower pages. https://www.facebook.com/MACTAssociation/about

Scholarship Update: Board Member Bill Cackler contacted Ohio State University. OSU has a forestry program and are willing to work with us on the \$1,000 scholarship. The scholarship will cycle from state to state and based on the location of the summer meeting.

Looking for to learn, discuss, and share information with tree growers outside of the Midwest? The Southern Christmas Tree Association annual meeting will be held September 13, 14 & 15, 2024 at Lake Guntersville State Park, Lodge & Conference Center, 1155 Lodge Drive, Guntersville, Alabama 35976. The lodge group rate reservation deadline is July 16, 2024. Register now to benefit from the group rate. The conference registration form and agenda will be posted and announced when available. In the meantime, mark your calendars. The venue is in a beautiful state park and that is popular during the fall in northeast Alabama. Consider extending your reservations at the lodge for some relaxation.

Last but not least, the Fall 2024 Newsletter will be issued around September / October 2024. If you have anything to submit, including photos from the summer meeting and upcoming season, please email them to midamericachristmastreeassoc@gmail.com.

MACT Address: Please update the address for MACT to the following: MACT, C/O Kathy Woliung, 7621 SR 48, Aurora, IN 47001.

Mid-America Christmas Tree Association 2023-24 Officers and Directors

Officers (3-year terms) [no more than two successive terms]

President	Vice-President	Secretary/Treasurer
Bill Holesinger	Dennis Duke	Joe Eise
7250 Garden Plain Rd.	8023 Mt. Zion Church Rd.	25882 S. Lohman Rd.
Fulton, IL 61252	Philpot, KY 42366	Wright City, MO 63390
309-887-4892	270-281-5555	636-745-7488
		jeise1@hotmail.com

Executive Administrator

Kathy Woliung [appointed 04/01/22]

Board of Directors* (3-year term)

Bill Cackler	Scott Heeren	Joe Evans
5025 Cackler Rd.	5715 N 750 E	1538 N CR400 W
Delaware, OH 43015	Hamlet, IN 46532	Danville, IN 46122
740-524-5311	574-540-1869 (cell)	317-797-3266 (cell)
cacklerfarms@gmail.com	sbheeren@gmail.com	ewpfarms@aol.com
Charlie Meier	John Norris	
2805 Co. Rd. 330	8451 W. 100 S	
Indiana MO 62755	Aulinatan INI 46104	

Jackson, MO 63755 Arlington, IN 46104 573-270-2498 317-903-9772

meier charlie@yahoo.com johnnorrisfurnituremaker@gmail.com

2023-2024 MEMBERSHIP LIST

The membership list is published on our website www.midamericachristmastree.com

QUESTIONS?

Please contact Kathy Woliung, Executive Administrator 812-584-3593

midameric a christ mastree as soc@gmail.com