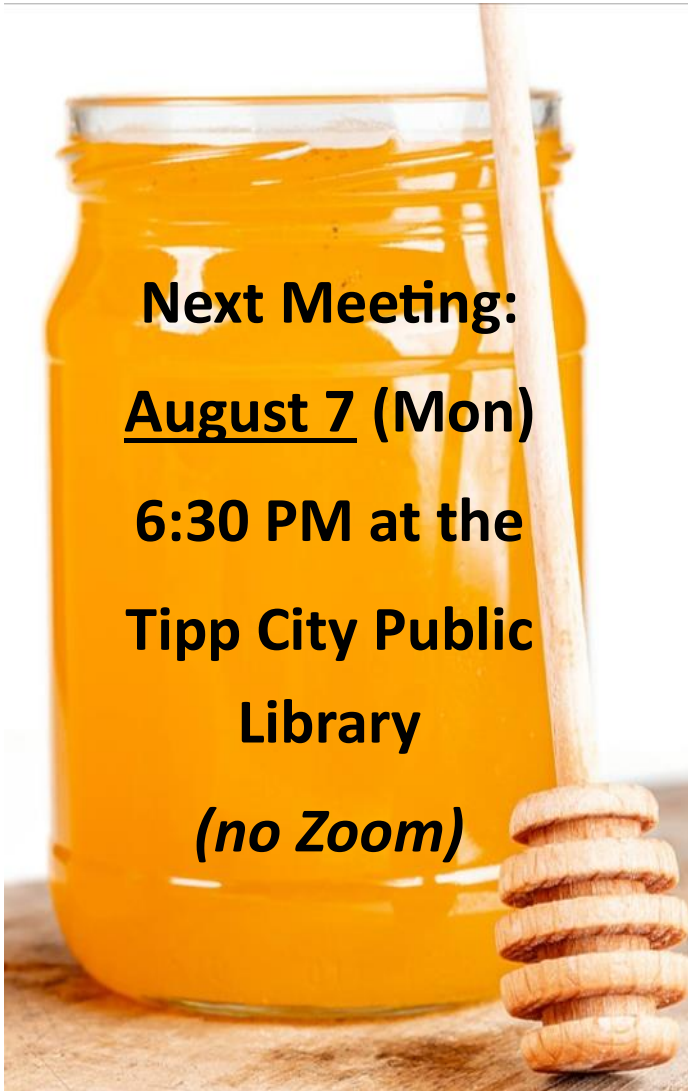


August 2023



**The Miami Valley
Beekeepers Association
Newsletter**



Next Meeting:

August 7 (Mon)

6:30 PM at the

**Tipp City Public
Library**

(no Zoom)

Agenda:
**Come join us for
a Honey
Extraction.
See how it's
done, share and
learn tips.**

Tips for Selling Your Honey at a Market or Festival MVBA President — Jeff Adler

It does not take long as a beekeeper to find yourself in the happy predicament where you have more honey than you can eat or give away as gifts. Your honey will crystallize if it sits in a jar or bucket at home, and you've invested some significant time and money to get to this point. The best solution, in my opinion, is to start selling it! As Mark Beougher mentioned at our July meeting, beekeepers offer a wonderful commodity that is highly valued by members of your community, so do not undersell it.

Here are some tips for selling at markets & festivals that I've learned over the last few years:



- Create a name for your honey business and make up some labels. Be creative but make sure the label isn't too big -- you want to show off the honey!
- Honey sells itself. Create a visually-attractive display and let the honey do the work. You rarely have to persuade someone to buy it.
- Offer a variety of price points. Folks unfamiliar with your honey will buy a small jar, but repeat customers want larger sizes.
- Honey is primarily a cash business, but folks want to use credit cards. Have starting cash on hand to make change. Offer a credit card option (e.g. Square, Clover) or online payment option (e.g. Venmo, Apple Pay, Zelle). Even with the fees, it's better to get 98% of a sale and lose 2% to fees than to lose an entire sale because someone doesn't have enough cash.
- Honey is heavy, so use sturdy tables especially if you use glass jars. Have some bags on hand for customers to make it easier to carry the "liquid gold".
- Have a smart transportation strategy. Again, honey is heavy. How are you going to move it safely and efficiently?

- Don't compete with other beekeepers. Check beforehand to make sure you won't have competition. There are plenty of opportunities out there once you start looking.
- Engage with the public and let your enthusiasm be contagious. Share your knowledge in a friendly manner. Once you establish a connection with a visitor, they are more likely to buy some honey.
- Have something for the kids like books, toys, or freebies. Kids are naturally curious and will ask questions when given the chance. And if you hook the kids, they (usually) bring adults with some spending money.
- Offer samples. Once someone tastes your honey, you are very likely to make a sale. A box of 1000 wooden sample spoons and a squeeze bottle of fresh honey is well worth the investment.
- Have business cards so folks can contact you later. Put your phone number on your honey label for the same reason. You can print your own or have them made for relatively cheap.
- Offer other honey or bee-related products. Not everyone likes honey (crazy!) but they may buy beeswax candles, lip balms, soaps, pollen, or propolis tinctures, to name a few ideas. Be sure to know the rules for labeling and selling these items.
- **HAVE FUN!**

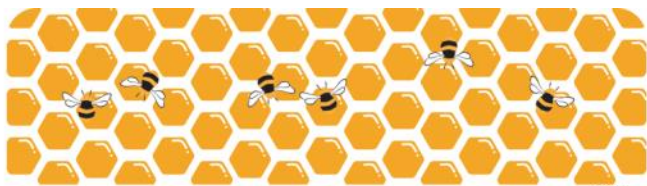


I would love to hear your experiences and tips! Please email your feedback to miamivalleyba@gmail.com.

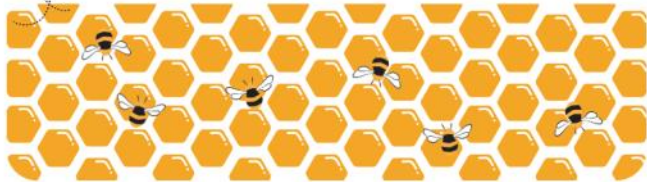
Good luck!

Jeff





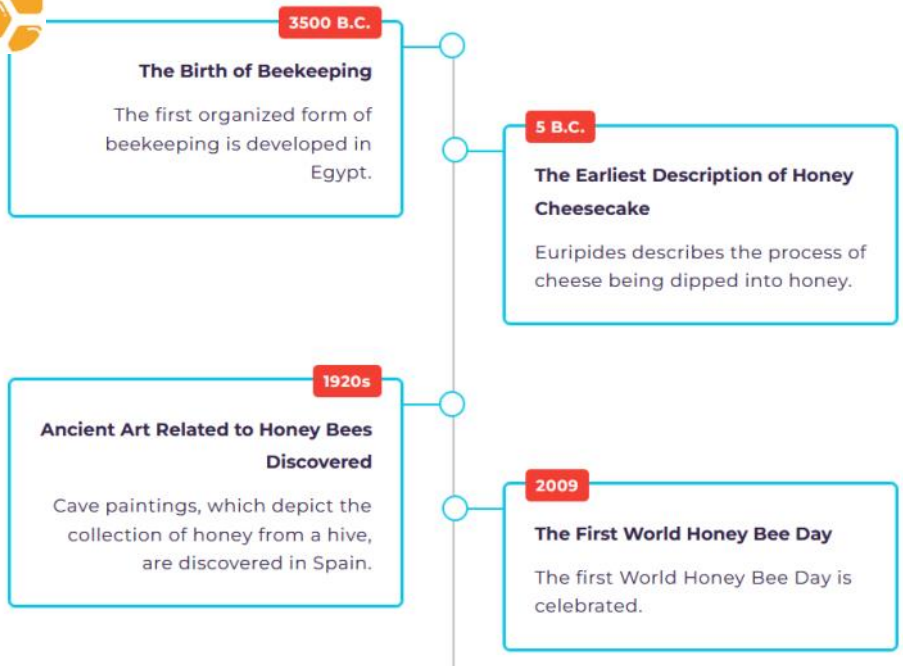
World Honey Bee Day



World Honey Bee Day is celebrated every third Saturday in August. It is a holiday that reminds us of the beauty and value of bees. Do you know there are 20,000 different species of bees all around the world?

This holiday is the time to celebrate the importance of bees in our world. It also helps create an awareness of the dangers that honey bees face, with suggested ways of helping them.

WORLD HONEY BEE DAY TIMELINE



Did you know?



The vast majority of pollinator species are wild, including more than 20,000 species of bees.



Pollinators contribute to 35 percent of the world's total crop production, pollinating 87 of 115 leading food crops worldwide.



Close to 75 percent of the world's crops producing fruits and seeds for human use depend, at least in part, on pollinators.



In many areas, bees, pollinators and many other insects are declining in abundance and diversity.



Our food security, nutrition and the health of our environment depend on bees and pollinators.



Everyone can make a difference to support, restore and enhance the role of bees and pollinators.

Secretary's Report

MVBA Minutes: July 10, 2023 by
Donna Meade

Meeting started at 6:30 PM

Welcome/Information/Upcoming
opportunities from President:

Jeff reviewed the June community
event held at the Tipp City Library.
MVBA was represented by Jeff and
Erica Adler, Tom and Fran Davidson.
It was educational and well received
by the public.

One of our members responded to a business on
Miller Lane and gave them advice on bees. They
greatly appreciated the advice and sent a thank you
note to MVBA with a \$50 donation.

The Swarm List resulted in many calls from the public
for swarms this year.

Upcoming Opportunity: OSBA Fall Conference in
Wooster Ohio, October 27 & 28, 2023. You can
contact vendors in advance and pick up your orders
at the conference and save on shipping costs.

Jeff shared the family recipe for making honey
lemonade using the honey left in the cappings after
extracting.

How to remove foam from the top of extracted
honey. Discussion followed.

Treasurer's report by Brian.

Labeling requirements for honey discussed along with
sources to get labels printed.

What you should be doing in the apiary now.
Discussion followed.

Honey extractor and oxalic acid vaporizer are
available for use by members. Contact
miamivalleyba@gmail.com
Discussion about multiple queens in a swarm and
how to handle it.



Presentation by Mark Beougher, OSBA Traveling
Speaker Program. Mark is the owner of Beougher
Honey Farm in Celina, Ohio and sells a wide variety
honey products. He has about 250 hives and is
President of the Greater Grand Lake Beekeepers
Association.

Topic was "Marketing Your Honey" and Mark covered
every aspect from knowing the value of your honey,
the benefits of consuming honey, educating the
public, where to market your honey, the difference
between Raw, Filtered, Processed or Pasteurized,
container options and labeling.

He also shared valuable resources to ensure you're
following all the rules and regulations.

FDA Proper Labeling [Guidance for Industry: Proper
Labeling of Honey and Honey Products | FDA](#)

Register your business [https://www.sos.state.oh.us/
Cottage Food Laws](https://www.sos.state.oh.us/CottageFoodLaws) [Cottage Foods | Ohio Department
of Agriculture](#)

Flavored Honey must comply with Cottage Food Laws
and can only be sold in Ohio [Honey | Ohio
Department of Agriculture](#)

Meeting adjourned at 8:30 PM. Next meeting is
August 7 (Monday), 6:30 PM. We will demonstrate
and provide the opportunity to participate in
uncapping and extracting honey!

Treasurers Report — Brian Willis

Checking Account		Total Holdings		Cash On Hand	
Beginning Balance Checking Accont July 2023	\$ 5,965.06	\$ 6,025.06	\$ 60.00	Beginning Balance July 2023	
Income				Income during Meeting	
Member dues	\$ -		\$ 70.00	Cash donation and member dues	
	\$ -				
	\$ -				
Total Income	Total for Deposit	\$ 70.00	\$ 70.00	Total meeting income (cash/checks received)	
Expenses					
	\$ -		\$ -		
	\$ -		\$ -		
	\$ -		\$ -		
Total Check Withdrawals/Debits	Total Expenses	\$ -	\$ -	Total Cashbox Withdrawals	
Cash xfer (Deposit from Cashbox)	\$ -	\$ -	\$ -	Cash Xfer to lessen Cashbox contents	
Ending Checking Balance July 15 2023	\$ 5,965.06		\$ 130.00	Ending Cash Balance July 15 2023	
Monthly total Net change		\$ 70.00			
Previous month Net funds		\$ 6,025.06			
Sum balance should equal total holdings (Bank activity +/- Cash Activity)		\$ 6,095.06		This acts as a check to ensure activity - actual balances	
BA Total Holdings 15 July 2023 (Checking balance + Cash Balance)		\$ 6,095.06			

Get Your Gardens Ready for Blooms

Nectar Sources: Basswood (American Linden), Yellow Sweet Clover, White Sweet Clover, Milkweed, Mints, Bergamot, Loosestrifes, Vetches,

Nectar and Pollen: Catalpa, Bramble fruits, Roses, Coneflowers, Ohio Buckeye, Rubeckia, Thistles, Hyssops, Coreopsis, Caryopteris

Pollen: St. John's Wort

Want to know what is blooming in your area? Know what's blooming and you can plan your honey crop (or if you need to feed your girls)



<http://www.oardc.ohio-state.edu/gdd/>

The Basic Buzz in the Apiary

August

- Check colonies for disease and monitor/treat for mites
- Remove and extract summer honey crop
- Remove section Supers
- Do not work bees unless necessary to avoid robbing
- Add more supers if needed.
- Consider re-queening for a winter-ready hive.

September

- Check colonies for disease and monitor/treat for mites
- Provide supers for fall goldenrod and aster flow
- Requeen Colonies
- Unite weak colonies
- Decide winter feeding options, if needed. Prepare equipment
- Review inventory—make a wish list of equipment.

SEASONAL RESOURCE PAGE

Home-Made version of Honey Bee Healthy (adapted from Beesource)

5 cups water
2 ½ pounds of sugar
15 drops spearmint oil
15 drops lemongrass oil

Heat the water to a boil. Remove from heat and stir in the sugar until dissolved. Once the sugar water has cooled, add the essential oils. Stir until everything is evenly distributed.

This solution should have a strong scent and not be left open around bees.

Cool completely before using.

I store this concentrate in the fridge -label it so that your family doesn't drink it!!

Approx. dosage: 1 tsp per quart of 1:1 sugar syrup for feeding

Marshmallow Bee Fondant

3 bags (10.5 oz) marshmallows
½ c. water
4 pounds confectioners sugar
1 t. Homemade mix from recipe above

Put marshmallows in a microwave safe bowl. Bowl needs to be large because marshmallows will puff up and cause a mess if they overflow. Pour water over marshmallows. Microwave, 20 seconds at a time, until melted.

Carefully remove from microwave. Stir in powdered sugar and Honey B Healthy. Once it is difficult to stir, turn out on cutting board or countertop that has been dusted with confectioner's sugar. Knead in remaining sugar.

Coat the fondant with a light layer of shortening to help keep it moist. Wrap in several layers of plastic wrap.

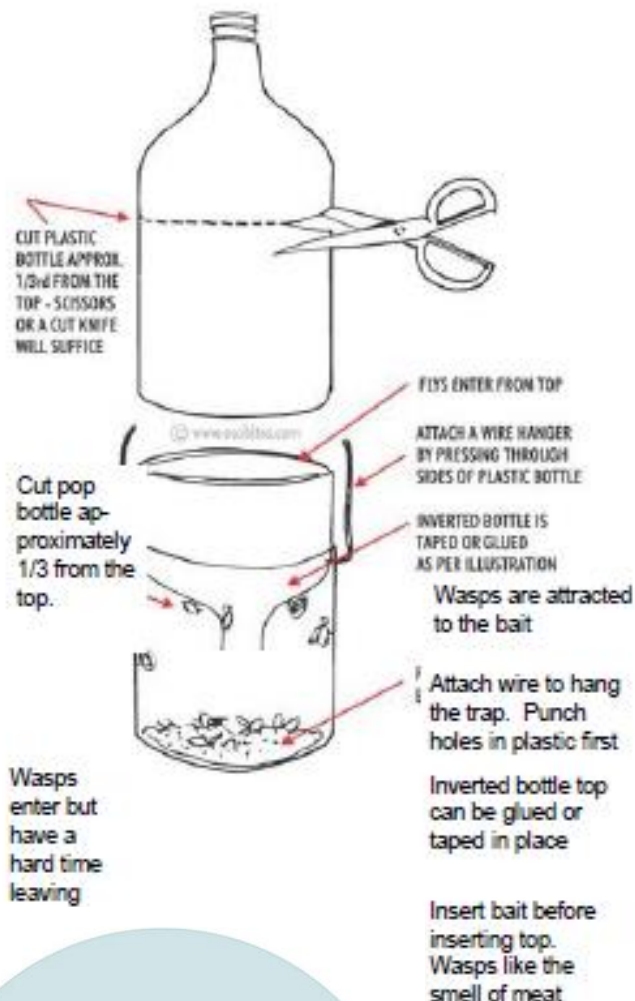
Sugar Bricks :

While there are many recipes, here are two reputable links:

www.mdasplitter.com/docs/candy.pdf

How to Make Homemade Sugar Bricks
(betterbee.com)

Protect your Fall Bees - Start Early with Wasp Traps



Healthy Honey Blueberry Muffins

Charlotte Anderson @ Carolina Honeybees, LLC

Need a healthy snack or a quick "on the go" breakfast? These blueberry& honey muffins are just the ticket. Made using healthy ingredients like blueberries, raw honey, oatmeal and greek yogurt, they will pick you up without weighing you down.



If you don't have blueberries - chunks of apples work too. Stir up a batch and freeze the extras for future use.

★★★★★ 4.67 from 6 votes

PREP TIME	COOK TIME	ADDITIONAL TIME	TOTAL TIME
30 mins	20 mins	15 mins	1 hr 5 mins
COURSE	CUISINE	SERVINGS	CALORIES
Snacks	American	30	108 kcal

INSTRUCTIONS

1. Mix oats with the honey, yogurt, oil, milk, vanilla extract and eggs.
2. Stir well until ingredients are well mixed then set aside. Leave sitting for 12 minutes if you are using old fashioned oats (my favorite – but quick oats will work too).
3. Line your muffin pan with liners. This recipe makes about 24 medium sized muffins. Use 1 pans or plan on baking in two batches. Prepare your pan(s) while the oven is preheating to 400° F.
4. Combine the flour, baking powder, baking soda and salt in a large bowl and mix well.
5. Add a small amount of flour (a couple of table spoons) to a plastic bag and add the frozen blueberries. Gently toss to coat the berries – don't overdo it.
6. Gently mix the wet ingredients with the flour mixture. Use a spatula or similar to fold ingredients together until just mixed.
7. Add the frozen berries coated with flour and gently fold into the other ingredients. Just a few quicks turns.
8. Fill the muffin cups approximately 3/4 full.
9. Bake at 400 degrees for 20 minutes. Use the toothpick test (when inserted into muffin it comes out clean) to test for doneness.

Remove from oven and let sit for 10 minutes. Then remove from pan and allow to cool on cookie rack.

NOTES

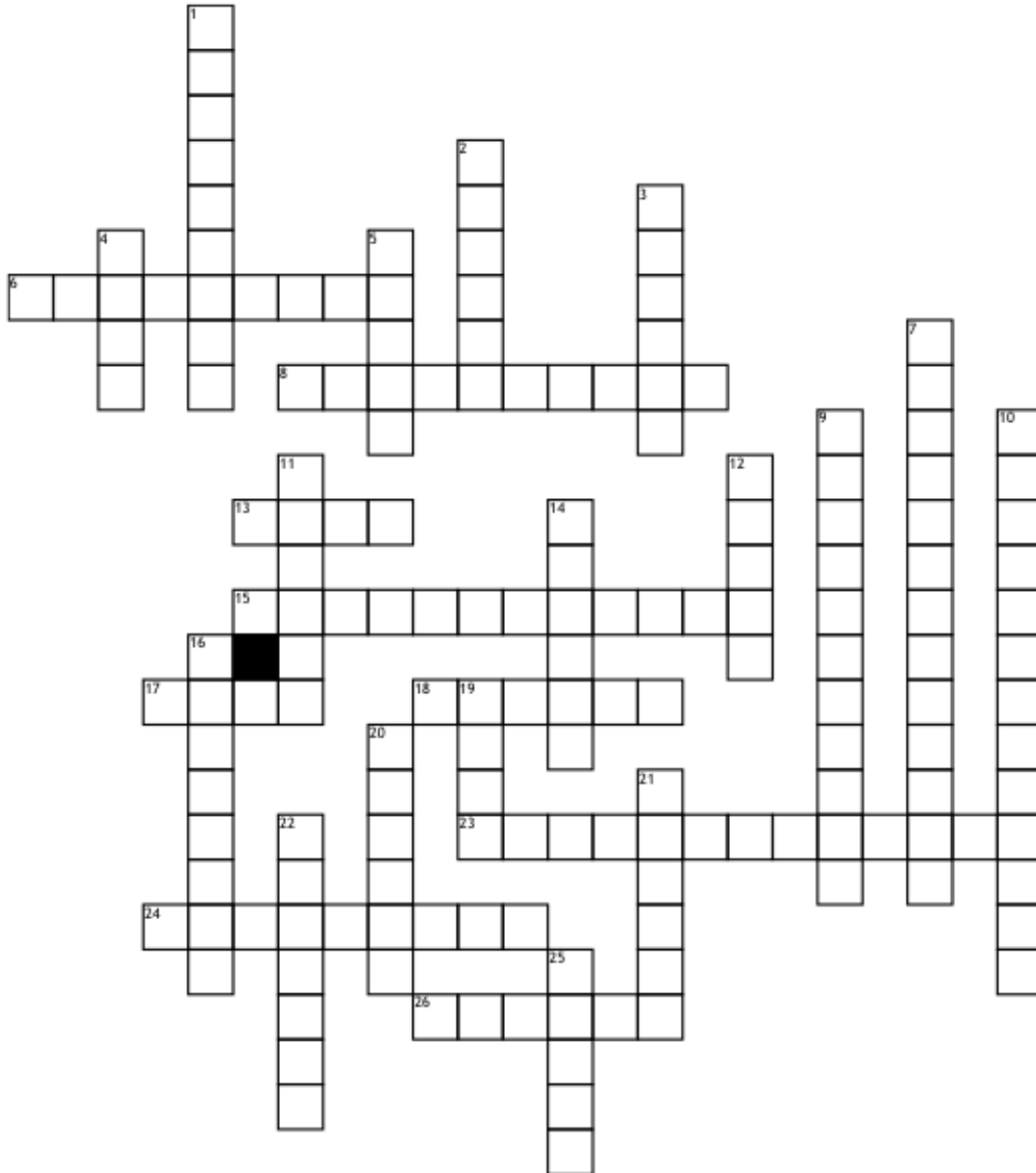
- *Muffins will not be very sweet but are delicious (spread on a bit of butter)
- *These do not rise very much so fill your liner up about 2/3 - 3/4
- *I only had regular paper muffin liners at home - they do stick a bit especially when warm

INGREDIENTS

- 2 cups oats regular or quick cook
- 2/3 cup honey
- 2 cups Greek Yogurt vanilla or unflavored
- 4 tablespoons vegetable oil
- 3 tablespoons milk
- 1 tablespoon vanilla extract
- 2 large eggs
- 2 cups white whole wheat flour
- 2 tsp baking powder
- 1 tsp baking soda
- 1/2 tsp salt
- 2 cups frozen blueberries
- 2 tablespoons flour



All About Bees



Across

6. Person who takes care of bees
 8. Box used in hive to hold honey
 13. Wax that is made into storage cells
 15. Female bee, not the queen, who lays eggs
 17. Where bees live
 18. Place where bees are raised
 23. Scientific name for bees
 24. Wax cells where honey is stored

26. Made into honey

Down

1. Where bees raise young
 2. Group of 20,000-60,000 bees
 3. Bee protein source
 4. Covers your head and face
 5. Male bee
 7. Keeps Queen out of the honeycomb
 9. Type of a bee's life cycle
 10. Honey to a bee
 11. Finding food
 12. Colony splits to form new colony

14. Midsection of a bee's body

16. Used to pry hive parts apart for hive inspections
 19. Third stage of bee life cycle
 20. Bee
 21. Keeps bees sedated when opening hive
 22. Keeps bees from stinging you when you are working with the hive
 25. Small apparatus that injects poison into an enemy from the bee's body