



IFM Annual Meeting of the Board and Member Churches, January 23, 2018

Board Officers Present

Bob Thurman, President
Sue Van Son, Executive Director
Kate Laferriere, Development Director
Rick Kahil, Vice-President
Kathy Mollet, Treasurer
Mary Ellen Tracy, Secretary

Board Members Present

Tim Gizzi, Calvary Bible
Janet Kelley, Christian Science Church
Marnie Ratkovsky, Emmanuel Episcopal
Debi Johnson, First Baptist Church
Gaye Rogers, Grace Lutheran
Cheri Eckholt, Grass Valley United Methodist
Jim Schroeder, Peace Lutheran
Hilary Dart, Sierra Center for Spiritual Living
Joan Denzler, Sierra Pines Methodist
Pam Sufleski, Sierra Presbyterian
Jeff Hebert, St. Canice
Nancy Koring, St. Patrick's
Judi Wade, Twin Cities

Absent

Diane Chang, Seventh Day Adventist
Anne Lyon, Unitarian Universalist

Introductions were made and attending clergy were welcomed.
Sue Van Son led us in prayer.
Board secretary confirmed a quorum was in attendance.

Drew, the owner and operator of Early Bird Farms, addressed the board. He explained his desire to feed the hungry. He would like to raise money for IFM in a way similar to Riverhill Farm.

Bob Thurman explained that it has come up on the Food Council that more farms may be wanting to follow this model.

Bob Thurman

Bob shared IFM's vision, mission, and guiding principles.

VISION

A community where no one should feel the hurt of hunger.

MISSION

Interfaith Food Ministry feeds the hungry and works to reduce food insecurity in Nevada County. We help to sustain health, human dignity, and the opportunity for individuals to realize their full potential.

GUIDING PRINCIPLES

Stakeholders united to a common purpose

We are all stakeholders, helping the community know who we are and what we do

Superior financial performance, integrity, and stewardship

We are transparent and accountable

Volunteer and organizational development

Board members were encouraged to read our by-laws on IFM website

Deliver through operational effectiveness and efficiency

We want to be sure we're spending money wisely, especially as operations become more complicated

2017 ACCOMPLISHMENTS

Sue Van Son, Bob Thurman, and Kate Laferrier reviewed a lengthy list of accomplishments for 2017 including the following:

Collaborated with United Way in establishing Saturday distribution one Saturday a month

Worked with Riverhill Farms in a successful pilot program to bring more local produce to IFM clients

Hired a part time "Monitor" to respond to security/safety concerns and to support CalFresh

Increased capacity of our solar system by 15% at no cost to IFM thanks to DC Solar

Exceeded revenue projections by 22% through various fundraising and donor outreach campaigns

2017 CHALLENGES

Among the challenges shared by Bob, Sue, and Kate were:

Finding drivers, store ambassadors, a treasurer, and leadership

Transportation for pallets of food and turkeys

Creating a diverse, systematic, and sustainable development plan to meet annual funding needs

Increasing pressure and requirements on ED and DD to maintain current operations, revenue expectations, and pace of change.

2017 KEY DISTRIBUTION FACTS

Rick Kahil

- The number of new families served is up 2.6%
- The number of individuals served is up 2.9%
- The amount of food given to families is up 10.2%

- 101,943 grocery bags of food were given to clients

2017 FINANCIAL REPORT

Kathy Mollet

Summary balance sheet (preliminary), profit and loss statement (preliminary), and performance highlights to budget were shared.

- Total revenue is \$558,512.99, not including in-kind donations
- Total assets are \$1,128,218.12
- Total liabilities are \$258,268.09
- \$140,000 paid down on the building loan

2018 PLAN AND BUDGET

Major Areas of Focus – Bob Thurman, Kate Laferriere and Sue Van Son

- Replace/hire key positions including hiring new ED, new Monitor, and replacing volunteer Treasurer
- Create a diverse, systematic, and sustainable development plan to meet annual funding needs
- Seek new grant opportunities and implement a planned giving program
- Maintain or enhance community collaboration – Cal Fresh, UW, Public Health, Placer FB, FBNC, Food Council
- Work with Placer Food Bank to obtain a truck for food transportation
- Deepen the implementation of the nutrition policy

Major Financial Assumptions - Kathy Mollet

- Revenue projected lower than in 2017 -\$105.2K
- Food expenses expected to increase 3.7% from \$308.6K to \$320K (inclusive of Riverhill and any other farm fundraising efforts and Food Access Saturday)
- All operating expenses expected to be pretty flat year over year with the exception, of payroll, external audit, and solar system savings in utilities

2018 Grants and Fundraisers

Kate Laferriere

2018 Grants (\$47.8K Budgeted/\$58.5K Ask)

Grants listed

20018 Fundraisers with goals

Sponsored by IFM

- Matching campaign - \$90,000
- Benefit Mobile – \$2,000
- Recurring Campaign - \$10,000
- Paulette’s Spaghetti Dinner - \$5,200
- Hunger Run - \$12,000
- Sponsor a Family for holiday meals - \$18,000

Coordinated with other organizations

- E-Scrip sign-ups with SPD and Save Mart - \$5,400

- Shred Day with Owens Financial - \$4,000
- Independence From Hunger with Grocery Outlet - \$6,500
- Amazon Smile - \$400

Employee Scenario Analysis

Bob Thurman

Bob presented basically five different scenarios that included the Executive Director, the Development Director, the Monitor, and overlap ED. Wages, payroll taxes, and workers comp were listed for each scenario. Also listed was the impact each of the scenarios would have on the 2018 food budget (none), Food/food program% (virtually none), and the loan paydown (definite impact). There was much discussion among the board members and many questions were asked.

A motion was made to vote on Employee Scenario Options 1,2,3a,3b, or 3c. Each of the thirteen present Member Church's voting representatives responded with their choice with all but one voting for scenario 3c. This scenario provides for an ED at 40 hours a week and a DD at 24 hours at \$21K. The salary for the ED is negotiable depending on experience.

A motion to approve the 2018 operating plan and budget as presented was made by Nancy Koring and seconded by Tim Gizzi. It was voted on and approved unanimously by the thirteen present Member Church's voting representative.

General Business

A motion to approve the January 3, 2018 meeting minutes was made by Debi Johnson and seconded by Janet Kelley. It was voted on and approved unanimously.

Sue Van Son

Easter Distribution Changes

Easter distribution will be meat only. Clients will be asked if they would like their Easter ham during their regular visit the two weeks prior to Easter.

IFM Positions needed

- Executive Director – paid position, 40 hours
- Monitor – paid, 9 hrs/week, \$12/hour
- Treasurer – volunteer position, 6-8 hrs/month

This was Kathy Mollet's last day as Treasurer. She expressed her appreciation of all that IFM does and the dedication of those involved in making it happen. Rick Kahil expressed IFM's appreciation of all that she has done in her role as treasurer.

- Drivers – volunteer position

Board Officer Vote

Nominees:

President – Bob Thurman

Vice President - Rick Kahil

Treasurer –

Assistant Treasurer – Karen Holt

Secretary – Mary Ellen Tracy

Marnie Ratkovsky moved to approve all nominees for 2018 IFM Board Officers as listed above. Cheri Eckholt seconded the motion. The motion was approved unanimously.

Meeting adjourned. Next board meeting is scheduled for February 27th.

