



IFM Meeting of the Board and Member Churches, October 23, 2018, at 9 a.m.

Board Officers Present

Phil Alonso, Executive Director
Kate Laferriere, Development Director
Bob Thurman, President
Rick Kahil, Vice President
John Brusher, Treasurer
Maxine Palmer, Secretary

Board Members Present

Tim Gizzi, Calvary Bible
Janet Kelly, Christian Science Church
Marnie Ratkovsky, Emmanuel Episcopal
Cheri Eckholt, Grass Valley United Methodist
Jim Schroeder, Peace Lutheran
Diane Chang, Seventh Day Adventist
Joan Denzler, Sierra Pines Methodist
Jeff Hebert, St. Canice Catholic
Nancy Koring, St. Patrick's
Judi Wade, Twin Cities
Carol Kuczora for Anne Lyon, Unitarian Universalist

Absent

Debi Johnson, First Baptist, G.V.
Sharon Ross, Sierra Center for Spiritual Living
Pam Sufleski, Sierra Presbyterian
Gaye Rogers, Grace Lutheran
Karen Holt, Assistant Treasurer
Rita Kahil, Assistant Treasurer

The group was led in prayer.

It was confirmed that we have a quorum.

Jeff Hebert moved to approve the September minutes, and Marnie Ratkovsky seconded the motion. The minutes were approved.

TREASURER UPDATE

John Brusher - Q3 Financial Update and 2019 Budget Draft Assumptions

- The balance sheet is strong. Profit/loss statement shows we are at a near break-even for the year. Even though revenue was under budget by \$23.4k, expenses were also under budget by \$22k due to lower costs at Placer Food Bank and Ray getting good deals.
- Assets exceed liabilities by a factor of five.
- Cash has declined significantly since last Quarter end. Revenues for Q3 basically covered the parking lot paving project, so the remaining expenditures came out of cash on hand.
- Q4 Revenue the past two years far exceeded budget expectations. To better match this trend, the budgeted revenue for this year was raised by \$29.8k. Poor stock market performance so far this year, however, and changes to the income tax law making fewer individuals eligible to deduct contributions may make the budgeted Q4 Revenue challenging to reach.
- Q4 expenses are expected to be near budget.
- The first draft of the 2019 Budget is targeted for discussion at the next Board Meeting in November.

CLIENTS STATS

Rick Kahil

- Over all client demographics remain unchanged.
- The biggest change from 3Q17 to 3Q18 is the homeless, an increase of 15% and now 7.9% of our client visits.
- The number of client visits was up 2.3%.
- The number of new families was down 4.5%.
- The number of bags distributed was down 5.9%.

FUND DEVELOPMENT UPDATE

Kate Laferriere

- Hunger Run held October 6th had 103 registered participants and approximately 30 more registered the day of the event. Two client families used the VIP Passes to attend. The event was well-organized and everyone was excited about the breakfast, t-shirts and course. The Airport expressed a desire to continue the event. Kate is looking at the possibility of getting us on the Grand Prix where marathon runners can get points to encourage future participation. Not all expenses are in, but the final net profit will be approximately \$4,000.
- October 30th there is a County & USDA Partner for Nonprofit and Housing Workshop in Grass Valley that has money available for the homeless and part of it is for food. Kate, and maybe Nancy, will be going to see what is available.
- Grants were down in the Q3 financial update. Teichert came in at half the requested amount. Haven't heard from Save Mart (\$3,000). Currently working on three grants to bring it up to budget.
- Keep selling tickets for Paulette's Spaghetti Dinner, October 26th from 5:00-7:30 p.m. We have the volunteers needed. Dinner is \$10. Wine and desserts can be donated. A vegetarian dish is offered and you can get take-out if you have a conflict.

- Sponsor a Family for the holidays gift cards were distributed to Board members to share with their congregations. Please encourage people to use these gift cards. (“In your name, I am contributing money to sponsor a family for food.”)
- Feed The Need Volunteer Day is Saturday, November 10th at both Safeways. Volunteers are needed. Safeway matches every dollar contributed.
- First Gala committee meeting is November 28th. Looking for new volunteers for this event. Need to train new individuals. Give volunteer names to Kate and look for unique “white elephant” items you may have to contribute.

OPERATIONS UPDATE

Phil Alonso

- Development Director search continues for someone to fill Kate’s position which is mainly fundraising, marketing, and public relations. Phil has had informal discussions with a few people and formal postings will be coming out soon. Every effort will be made to have a one month over-lap of Kate’s service and the service of the new person.
- Food Access Saturday participation had not been as expected, although we did have the highest number of families (41) come to the Oct. 13th FAS. Phil encouraged United Way to increase outreach to the schools in order to improve participation. The Superintendent of Schools helped advertise and participation improved. United Way has asked and IFM has agreed to continue the program the first six months of 2019 and we will partner with Sierra College to encourage full-time students in need to participate.
- Phil had the director of the Nevada County Food Bank meet with him at IFM. After seeing our operation, the director planned to go back and clear up some of the misconceptions that have been spread about IFM. Phil is trying to re-ignite a relationship. IFM has recently received pallets of water, ice cream and yogurt from the Food Bank.
- Food Committee is currently planning for the holidays. We order sides and turkeys from Placer Food Bank. Everything is proceeding as planned. We also recently started offering lentils as a staple item like rice or beans. The next cooking classes scheduled for No. 6th and 8th are full. The topic will be crock pot soups.
- Volunteers are needed for Facilities Manager (2 or 3), drivers, and packers (Tues./Thurs.) and sorters (Tues./Thurs.). Board is encouraged to get the word out.

The meeting was adjourned.

Respectfully submitted,

Maxine Palmer

Secretary