



Zoom IFM Board Meeting, April 27, 2021 at 9:00 a.m.

Board Officers

Phil Alonso, Executive Director
Naomi Cabral, Development Director
Venus Paxton, Program Manager - **Absent**
Bob Thurman, President
Rick Kahil, Vice President
Sandy Hakala, Treasurer
Robert Emmett, Assistant Treasurer - **Absent**
Laura Perry, Assistant Treasurer
Maxine Palmer, Secretary

Guests

Todd Parker

Board Members

Tim Gizzi, Calvary Bible
Janet Kelley, Christian Science Church - **Absent**
Carol Fegte, Emmanuel Episcopal
Karen Hoida, Trinity Episcopal of Nevada City
Gaye Rogers, Grace Lutheran - **Absent**
Kari Gaul, Grass Valley United Methodist
Eleanor Kenitzer, N.C. United Methodist
Jim Schroeder, Peace Lutheran
Diane Chang, Seventh Day Adventist
_____, Sierra Center for Spiritual Living - **Absent**
Joan Denzler, Sierra Pines Methodist
_____, Sierra Presbyterian - **Absent**
Jeff Hebert, St. Canice
Jeff Hebert (Nancy), St. Patrick's
Judi Wade, Twin Cities
Anne Lyon, Unitarian Universalist - **Absent**
_____, First Baptist Church - **Absent**

It was confirmed we had a quorum.
Naomi Cabral led the group in prayer.
(The minutes from February were not discussed or approved.)

Opening Remarks - Phil Alonso

Last week was national Volunteer Appreciation Week and IFM has a series of volunteer lunches that started this week to honor and thank IFM volunteers. On behalf of IFM, Phil also wanted to acknowledge the Board members for making IFM what it is today. Nothing at IFM could happen without our dedicated Board members.

Sierra Harvest - Miriam Limov

- Miriam Limov is from Sierra Harvest and the Food Policy Council of Nevada County.
- The Food Policy Council just completed a Food System Assessment with the goal of determining where Nevada County stands regarding the goal of eating 20% "whole sum" food by 2025.
- Currently, of the \$340 million spent on food in Nevada County, only 4.7% is produced locally.
- Bob attends the monthly meetings of the Food Policy Council and Phil works closely with Sierra Harvest to help IFM reach this 20% by 2025 goal. Hilary Dart (IFM volunteer) reaches out to local farmers to make IFM purchases.
- The Food Policy Council is initiating an Every Bite Counts Program to help the county reach the 20% goal.
- Sierra Harvest not only gleans local fruit but also helps to train and support local farmers, helps build gardens for the community, and works to educate the community. They will also be producing a local Farmer Directory.
- IFM has vowed to spend 15% of our food budget (\$60,000) in 2021 on local and regional food purchases.
- Miriam suggested IFM also include the gleaned and donated food it receives which might actually make IFM closer to the 20% goal this year.

Q1 Client Statistics - Rick Kahil

- The client stats reveal IFM is giving out a lot more food to about the same number of people. We have seen a drop in the homeless clients—maybe due to recent “housing” programs for them.
- Phil shared that other support programs in the area are experiencing fewer clients. This could be due to the dollar increase in the food stamp program.
- Bob said that unemployment is coming down, other food support programs have increased their food distribution, and IFM is giving out more food so clients may need to make fewer visits.
- Tim Gizzi added that the government stimulus money was also sent out during the first quarter.
- Phil just started a client feedback survey to see if there are any client needs not being met.

CalFresh - Phil Alonso and Naomi Cabral

- The CalFresh contract with the county was just extended for July 2021-June 2022.
- Naomi has helped approximately 14-20 clients/quarter complete the CalFresh contract. That’s about 1 client per week or 5 per month.
- Rick Kahil expressed concern we are using a lot of staff time for so few clients being impacted.
- Bob said the CalFresh benefits are more impactful for a longer period of time.
- Diane Chang said that while signing up clients, it is also a means to hook clients up to other resources.
- Phil will monitor Naomi’s hours to be sure she is staying within the CalFresh hours for these interactions.

Donor Metrics - Phil Alonso

- In Q1 2021, IFM brought in \$254K from 728 donors (117 new donors).
- In Q1 2020, IFM brought in \$189K from 490 donors (69 new donors).
- In Q1 2019, IFM brought in \$134K from 452 donors (54 new donors).

Donor Acknowledgment - Naomi Cabral

- 750 postcards are being mailed to the donors from January, February, March and through April 15th of this year by bulk mail today.
- 54 handwritten letters are being completed for the Matching Campaign.
- 292 donors will be called, thanked and surveyed regarding their preference for acknowledgment.
- The goal is to do acknowledgments monthly going forward.

Investment Strategy - Dylan Hendricks and Bob Thurman

- Dylan Hendricks is an estate planning attorney with experience with endowments.
- Sandy, Dylan and Bob had discussed the endowment (\$100k) and the long-term investment account (\$500,000) the Board approved in February versus setting up a more flexible “sustainability” account (\$600,000) that could do basically the same thing.
- Dylan shared that the initial funds in an endowment are permanently restricted and that the donor’s permission is needed to place it in an endowment. So, the current funds can not be an endowment.
- Dylan suggested a long-term plan be developed for the funds.
- Bob suggested the following possible uses for this “sustainability” fund: 1. 5% draw-down on a regular basis to support programs, 2. special projects with Board approval, 3. additional funding for CDBG projects, if needed, 4. immediate or long-term needs identified in the client survey.
- Dylan suggested IFM be more aggressive in its investment strategy and consider this sustainability fund a longer-term investment (up to 40 years) to provide stability for the organization in hard times—and that IFM not consider withdrawing yearly amounts.
- Jim Schroeder expressed concern about going to his church members to ask for more donations knowing IFM has \$600,000 in an account for perpetuity. Bob said we need to develop parameters for these funds and that everyone will need to understand the purposes for the different funds so they can share these purposes with possible donors.
- Rick Kahil suggested the Executive Committee meet regarding these funds, explore needs, then put together a long-term plan.
- Diane Chang felt the funds warrant further conversation and that we need to see if there are gaps/needs identified in the client survey that we can fill.
- Bob shared that the endowment approved at the February meeting is on hold until the Executive Committee can meet and discuss results of the survey and discuss a long-term plan.

Financials - Sandy Hakala

- Revenue continues to be strong with \$296k for Q1 (\$189k over budget).
- Food expenses are \$14k under budget for Q1 (but \$15k over last year).
- Staff expenses are right on budget, but \$9k over 2019 due to a recent hire (Venus Paxton).
- Operating expenses are \$12k under budget (\$7k over last year).
- The cash balance for Q1 2021 is \$1.1 million. \$400k of this \$1.1 million is at RW Baird in a money market account. The two reserve accounts (\$160k and \$135k) are also part of this \$1.1 million and are also in a money market account.
- Bob and Sandy both agree we could begin to see a decline in donations. Sandy feels it may not be as easy to fundraise in the future—which is why we need a long-term plan.
- Naomi feels we need to get new generations interested in what we do to build our donor base.
- Carol Fegte suggested getting them involved in the garden program as a way of enticing young donors.

Matching Campaign - Phil Alonso and Naomi Cabral

- As of April 26th, we have received \$211,122.20 with \$15k more to be received from matchers.
- That brings the 2021 total to \$226,122.20 with 17 matchers.
- The total was \$176k in 2020, \$131k in 2019, and \$113k in 2018.

Shred Day at Owens Financial - Phil Alonso and Naomi Cabral

- The Shred Day on Saturday, April 24th, raised \$7,778.
- Owens plans to add a contribution (which historically has been \$1,000)
- That brings the 2021 total to almost \$9,000.
- There was no Shred Day in 2020, \$3k was raised in 2019, and \$4k was raised in 2018.

Operations - Phil Alonso

- Phil is working on new partnerships.
- The blue slips for client distribution have been updated.
- Phil has just started the client survey and hopes to have results to the Board by June.
- There has been more volunteer recruitment for specific teams (administrative assistants, gardeners, donor acknowledgment, and facility/maintenance).
- There is a food pantry in Brownsville (Yuba County) that serves 15+ families and would like to purchase food from us. We are their closest city. They have agreed to give us client data. Phil will also discuss this with the Food Bank of Nevada County. All Board members present felt this would be okay. Rick suggested we consider including other areas (Colfax, Gold Run, Camptonville, Smartsville, Lake of the Pines, etc.). Phil suggested we hold off on a motion until the next Board meeting.

Grants - Phil Alonso

- Still waiting on the CDBG grant (\$500k) but should hear soon. This grant includes a generator, refrigerated truck, cold kitchen, expanded garden program, and more locally purchased food.
- CSBG grant (\$50k) to provide food to families impacted by the pandemic has been approved.
- Grants have been submitted for Cal Non-Profits (CARES) \$25k, Albertsons \$30k, and Teichert \$7,500. IFM is awaiting results.

Fundraising - Naomi Cabral

- Phil and Naomi are meeting on Thursday with the new events director at Alta Sierra regarding the Hunger Run. Alta Sierra is asking us to pay \$3,000 for the event space. There was no charge before.
- Naomi is looking for new bands for a possible Benefit Concert.
- Naomi wants to work with our churches to get them more involved in our fundraising efforts.

Carol Fegte asked if Karen Hoida (Trinity Episcopal) should be voted onto the Board. Bob preferred to defer until next month so we can properly introduce her.

Respectfully submitted,
Maxine Palmer
IFM Secretary

