

SBF Board of Directors Mtg
Aug 16, 2017
5:30-7:30pm

In attendance:

George Cook
Mica Bennett
Jared Dong
Sara Minnehan
Kurt Spataro
Janet Zeller
Shawn Harrison
Callie Urner
Mary Hogarty
Brian Sehnert
Terese Esperas
Nick Anicich
Melanie Choy

1. Approve Minutes

George motions to approve, Sara seconds

2. American River Ranch Restoration & Development Update - Shawn

- Phase 1 probably the parking lot. Plans approved by City. 1.2 million price tag for entire project
- Ellis Architects assisting with Farm Stand rebuild. Kitchen cafe and farm stand with outdoor space. We have a design team put together.
- Rendering will be done and part of presentation at Equinox;
- New Farm Stand will bring increased sales, also job training element (beginning farmers, youth at cordova high ag and culinary academies).
- Would like to have some of the design completed by the end of the year.
- Currently we have committed \$ from City
- Requests in to County of Sacramento TOT (Transit Occupancy Tax), SMUD Shine Awards
- Opens up a lot of opportunity, particularly the kitchen, for offering venue rental, farm dinners

3. Financial Business - Change of Fiscal Year

- Callie Urner: Propose changing end of year to September 30. Benefit would be moving the unknown fundraising results in December to the beginning of the FY, allow budgeting and adjustments to take place.
- Budgeting process would start in July with finance committee, would offer something in August for review, would be approved before October 1
- Brian: Supports all those reasons. Isn't September a busy time for farm? JZ says the work she and Shawn would do on budget would happen earlier in year so no conflict with September activities
- Mica: any negative consequences?

- SH says short term we have to do a second return, costs about \$1600 we would bear to make the switch, then subsequently will be on the new fiscal year.
- For this year during the transition, the earliest we would give board the budget in October; other negative during the switch there is a lot of guessing about end of calendar year/december fund drive; While other orgs may choose July, December makes the most sense for our org. After transition year, we would be working on draft budget in august, to financial committee, then to full board in September
- **George moves to authorize changing the start of our fiscal year to Sept. 30**
- **Kurt 2nds,**
- **Ayes have it**

4. Board Elections:

- Board President: George nominates Kurt, Sara seconds, ayes have it
- Vice President: Brian nominates Sara, Mica seconds, ayes have it
- Treasurer/Secretary: Mary nominates George, Jared seconds, ayes have it

5. Equinox Underwriters

- George: Alpha looks good, no amount; Scott checking with Genovese, one more pending

6. 2017 financial mid-year report (includes handout):

- doing better projection-wise than we planned for by 6/30
- revenue is up but primarily due to grants
- expenses down with loss of Liz (fund development), Andrea (operations), Elle (farm manager).
- In good financial position but there repercussions to not staffing up;
- one of our challenges is that we are most likely down with projected fundraising, individual and corporate donations.
- Produce sales are down significantly - we are having a tough year on the farm. Transition in leadership and resulting mismanagement of crop plan, late rains, weeds, creek - not just us: county brought in labor to deal with weeds on creek, lost fruit trees; we lost close to \$40K in projected revenue;
- making changes to do bigger 4th quarter planting but those crops are not as valuable (winter greens, roots);
- all that being said, next season we are optimistic. Implementing different systems of weed control and production, competent farm manager. Class income doing pretty well.
- Challenges in donors and produce but because of loss of labor and good on grants we will still be ok.
- Upcoming strategy to distribute Top 100 donors to board members for outreach plan. Hope to know by end of November what the donor giving might look like.
- Mary: Do you plan to hire new fund development person? Shawn: No, but we know we need one
- Brian: what happened with fruit? SH: Anticipated 15-20K in fruit sales, ended up with \$5K; we lost about 75% of apricot trees;

7. Get to Know Harvest Sacramento - presentation from Nick Anicich, Neighborhood Manager

8. Autumn Equinox updates

- Fundraiser: underwriter list updates, **please let Janet know any underwriter updates you are pursuing as soon as possible for inclusion in next round of promotions**
- This year's Fund-a-need: new greenhouse, more to come
- Raffle: soliciting donations, have received some confirmations;
 - **Mary** will remind board members to each donate one bottle of wine before 9/16
 - **Any other board members with raffle items to donate please get to Melanie prior to 9/16, but email the details sooner for inclusion in signage**
- Possible plan with Brian/JZ/SH: acknowledgment of construction/design partners of outdoor theater/master plan; are we giving them something, are there enough project donors to do this ongoing; no physical plaque, maybe virtual? **Brian will discuss with JZ/SH**
- Shawn would like to create gathering in the outdoor classroom similar to the feeling of the Hurley presentation.

9. Closing comments

Mary: Do we still have the Hurley farm? SH: this is the last year we have Hurley; next year turning it over to farmers to lease independently of us

10. Dates to know:

Next meeting : October 11 - planning '18 - 5:30-8pm
Fall plant sale: August 26, 8am-1pm
Farm Stand: Saturdays 8am -12:30pm

ADJOURNED